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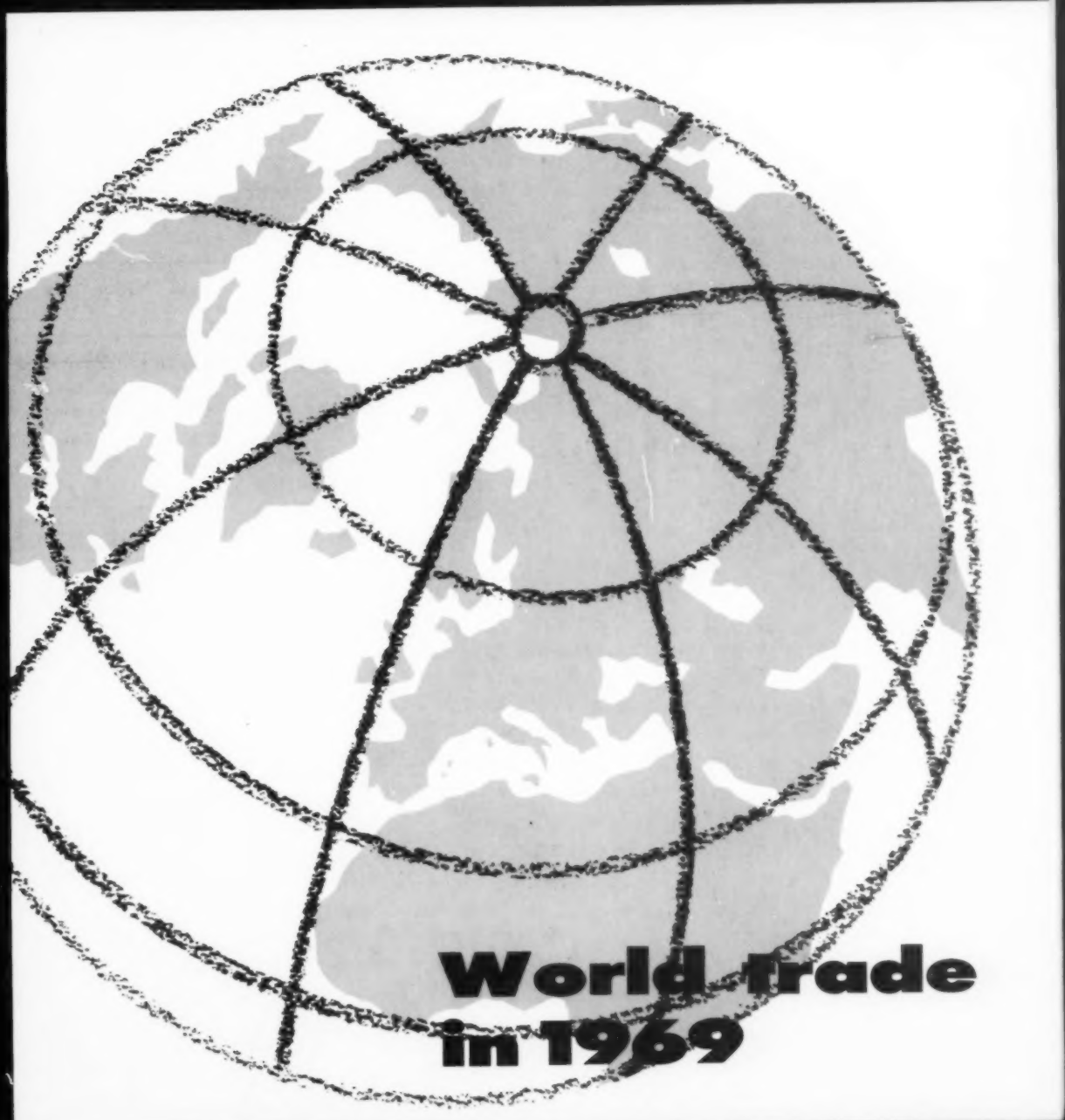
July 13, 1970

International Commerce



World trade in 1969

XUM

International Trade Winds

Company News

MAINTENANCE EQUIPMENT—Tennant Co., Minneapolis, has established Tennant N.V., a wholly-owned subsidiary in Uden, the Netherlands. The new subsidiary will manufacture sweepers, scrubbers and other industrial floor maintenance equipment for the European market. The new organization was formed by acquisition of R. S. Stokvis & Zonen N.V. of Rotterdam, Tennant's former European licensee.

COMMUNICATIONS—ITT Space Communications, Ramsey, N.J. designed, built and put into operation a modern satellite communications earth station in Thermopylae, Greece. The station gives Greece access to the Intelsat global communications network and can transmit and receive telephone, telegraph, facsimile and high-speed computer data transmissions between Athens and earth stations around the world. A microwave radio link connects the station with Athens. Intelsat III satellites contain communications relay equipment designed and manufactured by ITT Defense Communications, Nutley, N.J.

CONSTRUCTION—Burmah Oil's Ellesmere Port refinery in Cheshire is being expanded to handle an additional one million long tons annually of crude oil. Managing contractor for the 17 plant units is Kellogg International Corp. of London, subsidiary of Pullman Inc., which is providing design, construction and procurement for the facilities. When complete, the Ellesmere complex will produce the feedstock to meet growing lube oil demands.

CHEMICALS—AMAX Bauxite Corp., subsidiary of AMAX, New York, has announced plans to develop bauxite reserves in the Kimberley region of Western Australia. Plans call for the investment of approximately $330 million for the construction of a bauxite-alumina complex to produce 1.2 million long tons of alumina annually. Construction is scheduled to start in late 1971 with production beginning in late 1973. A consortium of aluminum companies capable of consuming the output is under formation by AMAX. It will include Sumitomo Chemical Co. and Showa Denko K.K. of Japan, Holland Aluminium N.V. of the Netherlands, and Vereingte Aluminum-Werke AG of West Germany. A 25% participation is being reserved for Australian interests.

Newsletter

Would executives and technicians come to the new Sydney U.S. Trade Center from throughout Australia and New Zealand? A resounding yes was the answer at the Center's first show, of computer communications systems: a remarkable 25% of the 5,366 trade visitors were from beyond the Sydney area. A capacity audience of 280 leading computer specialists attended a show-connected symposium, described by many as the best of its kind ever for Australia. Sales results: $1,052,035 during the show, and many times that in 12-month projections. The full story will be featured in a forthcoming issue.

"Invest in Hawaii" was a rallying call at the Hawaii pavilion at EXPO 70 in Osaka, Japan, this spring. It brought representatives of 20 Japanese firms to a half-day seminar. Dr. George S. Kanahele, the State's trade promotion chief, believes that the time is right to encourage Japanese investment, with some evidence of relaxation of controls by the Japanese on outflow of capital. The State published an eight-page brochure in the Japanese language.

Use American flag vessels and quote prices CIF—cost, insurance and freight. That's the message Secretary Stans sent last month to top officials of U.S. exporting companies. Meanwhile, within Commerce Department, the Maritime Administration has created an Office of Market Development to assist U.S.-flag ship operators to increase their share of U.S. trade. Regional offices of Maritime Administration and the Commerce Department are ready to help exporters who wish to make greater use of American shipping lines.

More than 450 U.S. businessmen have gone abroad so far this year on trade missions organized or assisted by the Department of Commerce. During the January-June period there were 21 such missions organized by industries that had some Government assistance, six U.S. "Specialized" missions in which all arrangements are made by Government but business members are able to sell for their firms, and two others organized by Commerce with Government objectives uppermost.

The sixth touring exhibition that has gone out to the provinces of Thailand from the U.S. Trade Center in Bangkok is now back in the capital, reporting $750,000 in immediate and 12-month projected sales. A Wolverine all-terrain vehicle was the drawing card for interested crowds and much newspaper and TV attention.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The value of international trade reached almost $250 billion last year, a 14% jump from 1968. This was the second largest expansion of the past two decades, and the biggest gain in 18 years. Among this country's competitors, Germany and Japan were the strongest gainers, while the U.S. share of the world market fell almost a full percentage point to 18.4%. For details see story beginning on page 2.

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Annual global review shows that among competitors, Germany and Japan led record rise in 1969; U.S. position slipped

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Booming world trade nears $250 billion level

Among competitors, Germany and Japan led record rise in 1969; U.S. position slipped

Rising sharply for the second successive year, free-world exports approached the $250 billion level in 1969 as vigorous economic expansion, especially in industrialized countries, drove up demand. Only once in the past two decades had trade expanded more rapidly, and that had been 18 years earlier.

A significant part of last year's 14% export advance was due to widespread price increases which were probably wholly responsible for the acceleration from the 1968 rate of 11.7%. Developed countries continued to extend their share of this trade, accounting for fractionally more than four-fifths of the total and even more of the increase. At the beginning of the decade, they had been responsible for around three-fourths of free-world shipments.

U.S. lags in world trade

U.S. exports grew more slowly than those of the world as a whole. As a result, our share of foreign markets declined to 18.4%, a loss of nearly one percentage point. Shipments, nevertheless, climbed to $37.3 billion (excluding military grant-aid) for a rise of nearly 10%. Principal sales gainers were automotive products, iron and steel-mill products and associated materials, and computers and parts.

Export growth reaches high for decade in 1969

Free-world exports

Year	Value $ billion	% change from preceding year
1960	113	11.7
1961	119	4.6
1962	125	5.2
1963	136	9.1
1964	153	12.2
1965	165	8.3
1966	181	9.6
1967	191	5.1
1968	213	11.7
1969	243	14.1

Deliveries to developed areas, especially Canada, the EEC, and Japan, were prime factors in the U.S. export advance. The growth in shipments to developing countries was only modest. The largest and sharpest gain was in sales to the Near East, with military deliveries accounting for an important segment of the increase. Exports to Africa went up moderately but those to Latin America only marginally. Deliveries to East and South Asia declined slightly, largely because of sharp drops in cereal grains to India and Pakistan.

On the other hand, the growth in U.S. imports was only a fraction of the exceptional, one-fourth rise in 1968 as the economy slowed and heavy strike-related buying, a feature of that year's upsurge in purchases, was absent. The inflow of goods reached $36.1 billion, with Canada and Japan supplying three-fourths of the $2.8 billion increase. Purchases from the EEC remained at their 1968 level, while those from the United Kingdom edged upward. U.S. imports from the developing regions grew modestly, solely on the basis of a sharp increase in goods from East and South Asia. The advance from the area was principally in clothing, household appliances, electronic components, and crude rubber. Arrivals from most other developing areas declined.

With exports expanding faster than imports, the U.S. trade surplus climbed to nearly $1.3 billion in 1969 from the nine-year low of $837 million for the previous year. Most of the improvement stemmed from a strengthening of our trade position in Western Europe.

West European exports were again especially buoyant rising to $120 billion, nearly half the global total. The EEC led the advance, with intra-Common Market sales rising sharply. Each member country boosted sales faster than the world as a whole. Belgium-Luxembourg was in the forefront with a rise of nearly one-fourth, but Germany scored the largest value gain. Italy's export growth was the slowest of the Six but even its increase was a substantial 15%.

The European Free Trade Association (EFTA) lagged behind the EEC in export growth, although it too increased its share of world deliveries. The fastest pace was set by both Austria and Finland which raised exports by more than one-fifth. The United Kingdom, by far the most important trader of the group, stepped up deliveries considerably over the previous year.

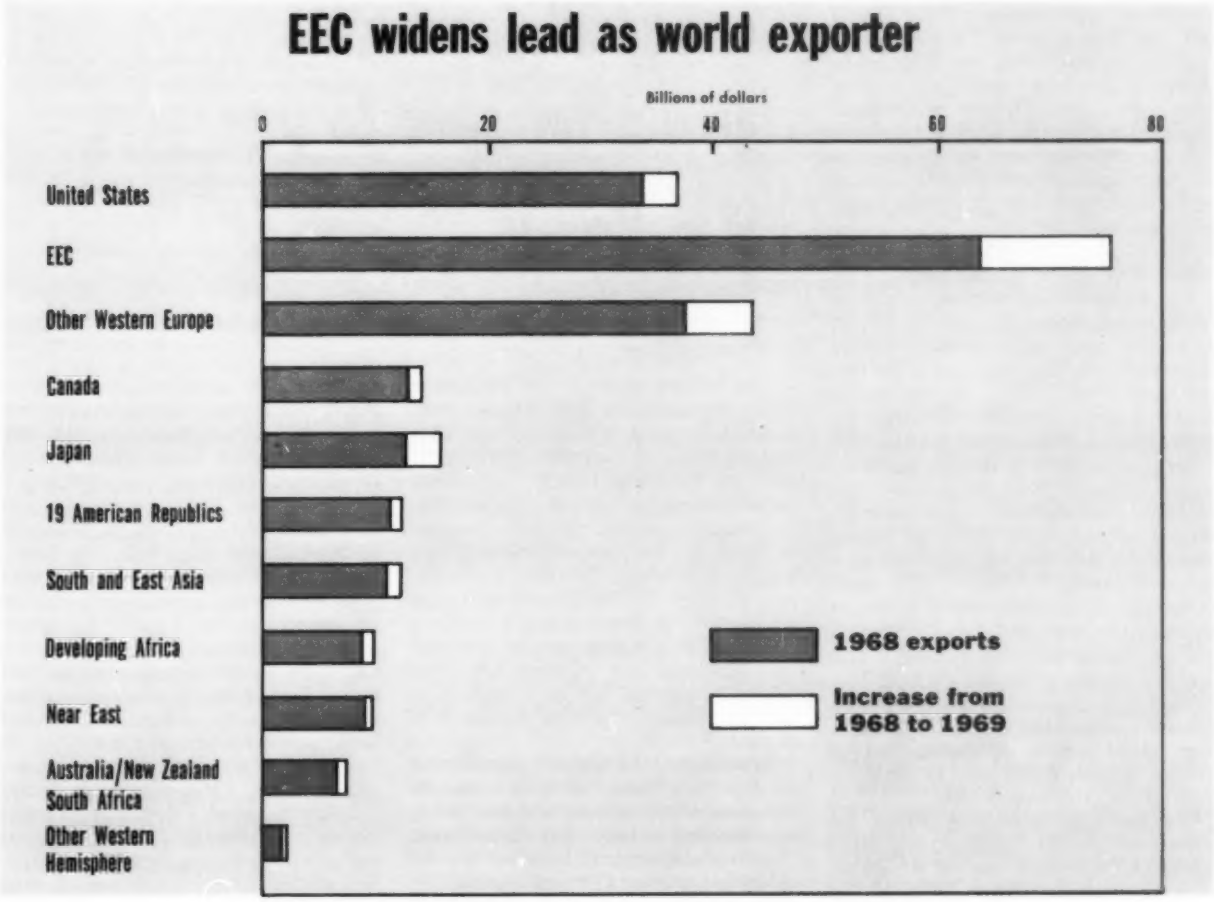
Stimulated by record levels of business activity, imports into Western Europe grew even faster than exports. Here, too, the EEC accounted for the major portion of the increase, with Germany and France each pushing up purchases by nearly one-fourth. Even the least expansive of the EEC markets, the Netherlands, posted an increase of over 18% in response to higher investment expenditures and output.

The more moderate, one-tenth advance in EFTA arrivals stemmed mainly from the slowdown in U.K. imports which grew only half as fast as those of the Association as a whole. The slackening in British buying abroad stemmed from the economic restraints imposed by the government for balance of payments reasons. The most buoyant EFTA market was Finland with a gain of over one-fourth but Portugal, Denmark, and Switzerland also increased their purchases from other nations sharply.

Despite the effects of strikes in major mines and in some plants and a subsequent reduction in shipments of ores and

Publication delay

Publication of the initial issue of the Department of Commerce's new magazine COMMERCE TODAY has been delayed. Subscribers will continue to receive INTERNATIONAL COMMERCE, on a biweekly basis, until a new date is scheduled for the issuance of the new periodical.



steel products, Canada raised exports by almost one-tenth. In 1968, however, Canadian deliveries had climbed at twice that rate. Imports increased appreciably faster than exports and exceeded the free-world rate as the economy moved into high gear under the stimulus of rising business and consumer outlays. Acceleration of the time-table for adopting lower rates of duty negotiated at the Kennedy Round also gave imports an added amount of impetus.

With a gain of almost one-fourth, Japan posted the sharpest export growth among major traders for the second year in a row. Sales to the United States and the EEC were well up. Increased deliveries of machinery, iron and steel products, cars, and rice were prime factors in the overall gain. Appearing for the first time as a major item in Japan's export mix, the rice deliveries represented aid shipments to Asian countries and reflected government measures to reduce the nation's large surplus. Japanese imports, however, grew substantially more slowly than exports but faster than they had in 1968. Ores and scrap, nonferrous metals, and food were among the most rapidly expanding arrivals.

Australia and New Zealand expanded foreign shipments by one-fifth. Metals and beef contributed heavily to the increase in Australian deliveries while lamb was the main factor in New Zealand's gains. Imports into both countries grew more moderately, especially Australia which cut back on defense equipment purchases. By contrast, South African deliveries went up only slightly but purchases rebounded sharply after a decline in 1968.

Action in LDC's

Although growing less rapidly than exports from developed countries, shipments from developing areas expanded by nearly one-tenth to over $47 billion and recorded significant gains for the second consecutive year. The rise in imports into these regions reflected a slower advance than in 1968 in reaching almost $48 billion.

South and East Asia was the most active trader among the less economically advanced areas, boosting exports by around an eighth and imports nearly as fast. Hong Kong supplied much of the thrust in sales with an increase of one-fourth, but Malaysia and Singapore also made significant contributions. Textiles and apparel, primarily destined for the U.S. market, accounted for nearly one-half of the rise in shipments out of Hong Kong.

Hong Kong accounted for the largest value gain in imports as well. Arrivals were widely distributed; those from the United States featured electronic components for assembly.

Taiwan, Korea and Singapore, although smaller markets, were even more expansive. India, on the other hand, reduced its overseas purchases sharply as good crops helped lower foreign food-grain requirements.

The Near Eastern countries recorded moderate growth in exports. Rising Iranian oil shipments provided much of the strength for the advance, with the UAR also contributing on a significant scale. Deliveries from Israel showed only a

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modest rise and those from Saudi Arabia and Iraq little or none. The increase in imports into the region was slight, even though Israel stepped up its purchases by more than a fifth. Defense requirements and a marked rise in Israeli living standards in recent years were mainly responsible for the rise. Iranian purchases merely held even as government measures dampened demand.

Latin performance

Led by Brazil and Argentina, both of which raised exports by between 15 and 20%, the American Republics expanded shipments faster than they had in the past few years. The increase for the region, nevertheless, did not match the average for developing areas. Cocoa beans and cotton figured prominently in Brazil's export advance, although manufactures and iron ore were also well up. Argentina benefited from rising grain prices and a good harvest. Imports into the Republics grew more slowly than they had in 1968 mainly because of the slackening in purchases by Mexico. Argentina was the fastest-growing market in the region by a wide margin, boosting purchases by more than a third. The demands of a generally expansive economy and inventory accumulation against possible devaluation and exchange controls contributed to the buoyancy of the Argentine market.

Exports from developing Africa improved by around one-eighth but failed to equal their 1968 rate of expansion. After a two-year decline, Nigerian deliveries increased by over one-half, consisting in large measure of oil. Libyan sales grew slightly faster than the regional average but at a considerably slower rate than they had the previous year as production from the more mature oilfields diminished and the rate of new drilling declined. The less economically advanced African countries boosted overseas purchases at about the same, one-tenth rate as in 1968. Algerian and Nigerian imports of machinery for their petroleum industries accounted for much of the rise. Libya and Morocco, however, reported only minor increases.

The preceding assessment of last year's free-world merchandise trade was prepared by the Commerce Department's International Trade Analysis Division largely from data published by the International Monetary Fund and the Organization for Economic Cooperation and Development.

A two-part analysis of U.S. foreign trade in 1969, prepared by the same Division, from Census Bureau data, was presented earlier this year: The first part, commodity category, in the Feb. 23 issue; the second, by world area, Mar. 9.

'Go Global' drive pinpoints export markets for specific products, alerts U.S. firms to opportunities

Extensive market research effort is cornerstone of new Commerce program to zero in on worldwide prospects for individual items

"The market research we are undertaking overseas today is perhaps the most intensive in terms of scope and coverage ever attempted by Commerce. It includes more specific foreign market and product material than any similar type of U.S. Government research presently available to the U.S. business community," says Morton J. Schwartz, Director of the Export Development Activities Program for the Bureau of International Commerce (BIC). This research program provides the backbone for Commerce's "Go Global" campaign, the latest wrinkle in the Department's efforts to increase U.S. exports.

Essentially, "Go Global" concentrates on expanding the exports of a selected group of industries that hold the highest promise for sustained export increases. "Up to now Commerce has tried to cover most product areas in its export expansion programs. This is fine and will continue, but Go Global is an attempt to define the areas where our help will pay off the most and to give them special attention," says Schwartz.

This global concept departs from the pattern of identifying markets abroad for specific one-time trade promotional events and instead aims at developing joint company/Government export programs projected on a worldwide basis over two to five years.

Generally, these product categories represent industries in which the United States has technological or other advantages over foreign competition. To date, six areas have been selected for special attention: electronic data processing equipment, including peripherals and software; food processing and packaging equipment; pumps, valves and compressors; instrumentation; air conditioning and refrigeration; and, agricultural equipment and machinery (developing nations only).

Once an industry (or segment of an industry) is selected, Commerce's global marketing specialists contact leaders in the field and get their evaluation of its export prospects. If all indications are "go," a detailed market research bid request is forwarded to the principal commercial officers at U.S. diplomatic posts in all the target countries. The number of countries selected has varied from 33 for the Food

GOING TO THE SOURCE, as many as 200 calls are made, mostly personal interviews, in connection with each market study. Here, Go Global researchers enter a Japanese plant for an interview.

Processing and Packaging Equipment category down to 15 countries for Agricultural Machinery and Equipment. The commercial officers then invite three to five reputable local firms to bid on the project. "We're not looking for something to put in a library. What we're interested in is hard-hitting business research," says BIC's Norman E. Horton, Director of the Export Market Identification Division, "and we draw up these specifications so that's just what we get."

For example, the EDP bid request specifies that: "direct interviews in person and by telephone will be required . . . with at least several individuals in each of the more important buyer groups." Some 50-200 calls are usually made for each study, mostly personal interviews.

It also called for:

- the quantity and value of local EDP production for the past three years and forecasts through 1975;
- import and export figures for the same period from the U.S., from our top five competitor nations, and from all other nations and forecasts through 1975;
- a breakdown of consumption of individual products by end-use consumers for the most recent three years for which figures are available and forecasts through 1975;
- a listing of each product with "highest" or "good" sales potential, together with a statement of the reasons for such an evaluation;
- an indication of steps U.S. exporters can take to improve their sales position;
- a profile of the domestic market, with special reference to the business posture of local manufacturers, the distribution system, trade practices, and competitive factors;
- specific market information, including a listing of the top 30 end-users, the major trade associations, top domestic manufacturers, the main U.S. corporations represented in the country for the product categories, and government and industry programs and development plans that could have an impact on U.S. sales;
- major trade exhibitions, seminars, congresses and workshops scheduled for the next three years.

While the market is being researched, BIC global marketing specialists in Washington are busily identifying U.S. firms which will be in a position to use the collected data. A master list of American producers, distributors, exporters and organizations dealing with each specific category is drawn up. The master list control cards are then forwarded to the respective Commerce Field Office for screening before inclusion in a "working prospect list." Field Office personnel then concentrate their activities on these prospects, insuring by personal interviews, plant visits and in-office conferences that the results of the market research are brought home to the potential exporter.

WORLD MARKETS FOR U.S. EXPORTS
Electronic Data Processing—Hong Kong
WORLD MARKETS FOR U.S. EXPORTS
Food Processing, Packaging Equipment—Mexico
Components and Production Equipment for the Electronics Industry—Switzerland
Dental Equipment and Supplies—Japan
U.S. Sales Showing Rapid Growth
Electronic Data Processing Equipment—Switzerland
Electronic Data Processing—Spain
Expect Market to Reach $56 million by 1973
WORLD MARKETS FOR U.S. EXPORTS
Electronic Data Processing Equipment—Taiwan
Predicted Growth to bring Purchases from U.S. Suppliers
WORLD MARKETS FOR U.S. EXPORTS
Data Processing—Argentina

THE BASIC DOCUMENT for the Go Global market research effort is the *World Markets for U.S. Exports* series, which contain the results of the most intensive research drive ever undertaken by Commerce.

"During fiscal 1970 we have engaged in some 100 market research studies in 40 countries, and many more are planned for fiscal 1971," according to Robert L. Pritchard, Director of BIC's Global Marketing Division.

"In some instances we have even sent our own people abroad to develop market information. The information contained in these detailed studies is made available in World Markets for U.S. Exports reports, or "WMUSE's." The WMUSE reports are boiled-down versions of the market research reports, and give both the prospective and current exporter important marketing facts that he can digest, and apply to his organization's market planning," according to Pritchard. All of the WMUSE's for a specific product category are eventually consolidated, with other pertinent data, into a single business document, a Global Market Survey.

Three of the six Global Marketing Programs will be initiated within the next 12-15 months: EDP, Food Processing and Packaging, and Pumps, Valves and Compressors. However, EDP will be fully operational this September.

The ultimate aim is to develop a Global Marketing Plan, a cooperative effort between U.S. Government and individual American companies to establish each firm's own action program that will take advantage of export opportunities that have been determined to have the greatest overseas sales potential over the medium and short term (2 to 5 years). Global Marketing Plans are formulated with individual American companies using a specific industry Global Market Survey as a frame of reference.

All firms that comprise the U.S. industry or industrial segment represented in each Global Market Survey will be offered the opportunity to participate in each Global Marketing Program. In addition to a schedule for the EDP campaign of over 350 overseas trade promotion events (including commercial exhibitions) to choose from over the 1971-72 period, each firm participating in the Program will be offered the opportunity to take advantage of all of the other tools of the Department which are directed toward exports, such as trade lists, world trade directory reports, trade contact surveys, trade opportunities, Joint Export Associations, and trade missions. Global Marketing Plans are not intended to serve as a substitute for the action plans of member companies of U.S. industry. They are, instead, intended to complement the activities of U.S. firms in order to accelerate maximum and effective penetration of the global market.

XUM

Textile curbs backed in bill

Secretary Stans supports 'flexible' Mills provisions; problems, negotiations reviewed

Because it authorizes continuing efforts at international negotiations and provides "ample flexibility to avoid controls where controls are not required," the Administration is supporting major textile provisions of the Mills bill that would establish U.S. import quotas, Secretary of Commerce Maurice H. Stans told the House Ways and Means Committee last month.

Secretary Stans gave these views in a return appearance before the Committee that followed upon his participation in talks in Washington with Kiichi Miyazawa, the Japanese Minister of International Trade and Industry. He had asked the Committee not to conclude its hearings on trade legislation until he could report the extent of progress toward a voluntary Japan-U.S. textiles agreement.

"My hope that such an agreement could be negotiated has not been borne out," the Secretary declared. Therefore, he said, in speaking for the Administration, "it is our reluctant judgment that the only means presently available for solving this problem is the textile legislation now before this Committee," a reference to H.R. 16920 sponsored by Rep. Wilbur D. Mills of Arkansas, the Committee Chairman. (See summary of bill, page 10.)

Reasons for support

The Secretary continued: "The Administration in principle is not in favor of quota legislation. However, in view of the fact that H.R. 16920 allows negotiated agreements to supersede the quotas, we do support the enactment of the textile provisions in the bill, with the two amendments I outlined in my testimony of May 12.

"In essence it is our view that this legislation, which authorizes a continuing negotiating effort and which, if amended as we proposed, would provide ample flexibility to avoid controls where controls are not required, is the appropriate course of action at this time. It would be our intention never to cease in our efforts to negotiate fair agreements even after the passage of this legislation."

The amendments Secretary Stans suggested in his earlier appearance were a revision of the term "textile articles" to exclude man-made staple fiber and filament, and silk products, and an amendment of the quota provisions to distinguish between disruptive and non-disruptive imports.

In his May 12 testimony Secretary Stans traced the course of U.S.-Japan textile negotiations, and outlined the basic problems of textile imports as they affect U.S. industry. Major excerpts from that testimony follow:

1. The textile and apparel industry makes a major contribution to the economic health and well being of the country and its workers. At the present time the industry directly employs about 2.4 million workers and provides the principal livelihood for many hundreds of thousands more on cotton farms and wool growing ranches, in the man-made fiber industry, and in related service industries whose sales depend upon the continued good performance and strength of the domestic textile and apparel industry.

The industry is also a major employer of minority workers, of women, and of the under-skilled. For the first time in many years this industry now ranks above the national average for manufacturing industries in the employment of minority group workers. It is a vital source of job opportunities and job training for new entrants into the labor market, providing a continuing basis for their economic advancement. But employment has been declining in the past year. March employment was 53,000 lower than the previous March.

2. Notwithstanding the existence of the Long Term Arrangement on Cotton Textiles and the bilateral agreements thereunder, textile and apparel imports have increased dramatically. This has been particularly true of articles outside the scope of those arrangements. In 1962, our imports of cotton, wool, and man-made fiber textile products amounted to 1.5 billion square yards, of which cotton textile products accounted for 1.2 billion. In 1969, these overall imports amounted to 3.6 billion yards, with cotton textile products at 1.6 billion yards and man-made fiber textile products at 1.8 billion yards. We are importing in 1970 at an annual rate of 4 billion yards.

3. The United States trade balance in textiles can be described in only the bleakest terms. As recently as 1961, we enjoyed an export surplus in textiles and apparel made from cotton, wool, and man-made fibers. This position reversed itself in 1962, and in each subsequent year the deficit of imports over exports has climbed rapidly. In 1966 and 1967 it was just over $500 million, in 1968 it rose to more than $800 million, and last year it amounted to almost one billion dollars.

A key element in this trend is man-made fiber textile product imports. Between 1966, the last surplus year for man-mades, and 1969, the balance in these products shifted from a surplus of $43 million to a deficit of $348 million. The deficit in wool textile products has grown from $192 million in 1961 to almost $400 million in 1969.

4. Two key factors in the deterioration of this trade picture are, first, the existence of agreements and other unilateral measures by which other countries restrict access to their markets for the same products, and, second, the large gap between wages in the United States and in other textile producing countries.

Restrictions on textile and apparel imports have long been maintained by other countries on products from the same countries now shipping so heavily to the United States. I am submitting for the record a detailed listing of these limitations—insofar as we know. Other limitations established through private agreements and administrative action also contribute to the channeling of exports of these goods to the U.S. market. These administered restraints long have been the subject of international complaint, but they evidently persist in many countries.

Confirmation of figures

United Nations figures, in addition to our own import figures, bear this out. Data now available show that in 1968 while the United States took 20% of Japan's textile mill products exports, the EEC imported only 3%. We imported 51% of Japan's apparel exports and the EEC took only 5%.

A large portion of Japan's textile mill product exports goes to Hong Kong where it is made into apparel. We imported 38% of Hong Kong's apparel exports in 1968 (first half only) while the EEC took 14%. In the mill products sector, we imported

32% of Hong Kong's exports as against 2% for the EEC.

The disparity was equally pronounced for our other major suppliers.

In short, our market has been open while others have been closed and the impact has been considerable.

5. Textile and apparel manufacturing, while becoming increasingly subject to automation, remains a relatively labor intensive industry. Our industry has spent billions of dollars to make it modern but virtually all countries have access to the latest technological innovations. In most cases, the wage differential between United States and foreign manufacturers provides the crucial margin of advantage which enables foreign goods to move heavily into the U.S. market.

One example will suffice to show the nature of the problem. Apparel workers in the United States receive on the average $2.38 per hour. The same work done in Japan, the highest paying of the Far Eastern countries, receives $.57 per hour. In Korea $.13 is the hourly wage for this work when done by men, and $.07 when it is done by women. (These figures exclude the variety of fringe benefits and indirect costs which vary from country to country and among firms.)

Within the domestic industry as a whole, imports have had a range of effects varying in intensity. Some sectors have seen their own production decline while imports grow, others have managed to hold steady, even while yielding all growth in the market to imports. A principal concern of ours has been to establish a mechanism that permits us to move quickly to prevent disruption from spreading rapidly through large numbers of closely related product lines.

Describes negotiations

We need a mechanism that can move *as* the patterns change and not one that comes into play *after* the damage has been done. This has been the key goal of our negotiating effort.

The textile issue was among the first major issues in the trade field that we faced in January 1969. Recognizing the need for prompt action, we reviewed the situation, developed a plan and promptly presented it to the major countries involved.

The first full presentation of the issues to the countries concerned was made during the course of my trips to Europe and the Far East in April and May 1969, both undertaken at the request of the President. These trips were not intended to be negotiating trips on the textile problem. As you well know, the trade problems we face in both of these areas range beyond textiles. What I hoped to accomplish on the textile question was to lay out the situation as we saw it, to emphasize the importance we ascribed to its solution, and to indicate the kind of solution we believed would be most appropriate.

In view of the number of countries concerned, the fast moving nature of the textile trade, the existence of a multilateral agreement on cotton textiles, and of many agreements among third countries, we felt that a multilateral agreement would be best for wool and man-mades. Under it individual importing and exporting countries could negotiate bilateral agreements taking account of particular aspects of their textile relations. A multilateral framework also would offer an opportunity for full and open discussion of all textile restraint agreements, and would establish a mechanism whereby countries not participating in the arrangement could be enjoined from taking unfair advantage of those entering into agreements.

But this suggestion was not favorably received. Some indicated that we should solve our own problems without involving either themselves or the General Agreement on Tariffs and Trade (GATT) organization. Other factors no doubt played an important role in the development of opposition to the multilateral agreement idea.

Bilateral talks

Following my trips to Europe and the Far East, we took stock of the situation and the arguments that had been raised. We decided that our preference for a multilateral solution should not be a bar to any progress at all, and therefore determined to move promptly from urging immediate multilateral negotiations to opening bilateral talks. It was our view that any agreements thus worked out could form a basis for later multilateral discussions. In essence, we wanted to be sure that every reasonable avenue was explored. If a multilateral solution was unacceptable, we would talk bilaterally.

Accordingly, last July we took the opportunity of the annual Cabinet level meeting with Japan to suggest that bilateral talks be opened promptly on the textile question, putting aside the multilateral idea at that time.

The Japanese agreed to send a team to Washington to review the facts of the situation and to probe U.S. proposals for a solution. These talks were held in Washington during the week of Sept. 16, 1969. Immediately following these talks—which, as it turned out, did not do any probing of our proposals for a solution—we formally proposed a comprehensive bilateral agreement to Japan covering all wool and man-made fiber textile products.

Our idea was to set separate annual overall levels on trade in wool and man-made fiber textiles, within which there would be group levels and individual levels for various individual product-categories in which import problems were already severe or where substantial damage was clearly threatened. Categories of goods not under these ceilings would be subject to a consultation provision pursuant to which restraints would be developed in the event the import and market situation in other areas began to deteriorate and specific action seemed necessary. Adjustments in the ceilings would parallel conditions in the domestic market.

In short, the proposed agreement was comprehensive in that its provisions applied to all imports of wool and man-made fiber textile products, and yet, it did not

EXPLAINING TEXTILE SITUATION, Secretary of Commerce Maurice H. Stans is seen as he answered questions from reporters at a press conference after his talks with Japan's negotiator.

impose a rigid ceiling on every product across the spectrum of textile and apparel imports. It was and is a flexible approach. This is the same approach which has worked well in cotton textiles; it would do so in wool and man-mades.

Obviously, we left room for negotiation. We did not present rigid proposals on a take-it-or-leave-it basis. We were willing to listen, to revise, to make new suggestions. We were prepared to negotiate in good faith.

Following another series of exchanges through diplomatic channels in Washington and Tokyo, we agreed to meet in Geneva in mid-November, for further discussion. Japan had indicated its very strong objections to any comprehensive agreement, and at these meetings, the United States presented a framework for an agreement which would not involve comprehensive overall ceilings. Our November ideas would have provided full coverage through a series of specific levels on identified products and a consultation mechanism to assure our right to prevent an excessive trade build-up in new categories or areas. We attempted thereby to deal specifically with the Japanese position against comprehensive restraints. This approach was rejected.

Further discussions

Again in December, we met briefly with the Japanese Government's representatives in Geneva and presented a formal proposal for agreement. In light of the reaction to our November proposal, this proposal was based on overall and group ceilings for wool and man-mades in the general pattern of our bilateral cotton textile agreements. Subsequently, on Jan. 2, we formally proposed an agreement based on the trigger mechanism approach first explored with Japan in the November meetings in Geneva.

During this period, proposals for agreement were also put forward to a number of other governments concerned.

We have held many meetings with delegations from these countries and there have been innumerable smaller sessions with individual representatives both here and in foreign capitals. We have presented voluminous data on request, and we have explained the elements of our proposals at great length so as to leave no chance of misunderstanding.

We are at a key point in the textile and apparel import situation. We will know soon whether an agreement can be concluded. [Secretary Stans, upon his return before the Committee, reported then that talks in Washington June 22-23 had failed to reach agreement.]

DISC tax deferral for exporters recommended to House group

Testifying in Ways, Means Committee, Commerce Secretary points to proposal's workability, incentive value, other benefits

Secretary of Commerce Maurice H. Stans, in recent testimony on Capitol Hill, commented favorably on a new Treasury Department tax deferral proposal for export operations.

"It is workable because its use will require a minimum of readjustment in business practice," he said, speaking before the House Ways and Means Committee last month.

Broadly, the Treasury Department proposal would provide income tax deferral on U.S. exports through establishment of a special entity called a Domestic International Sales Corporation (DISC). At present, the U.S. tax on earnings of a foreign manufacturing subsidiary of a U.S. parent is deferred until those earnings are repatriated; but a domestic exporting corporation is taxed on its earnings currently.

Missing ingredient

Pointing out the need to improve our export performance, to make our companies more competitive and more export-minded, Stans observed that no single tool is adequate. "We have made considerable progress in improving export credit facilities, and developing our overseas promotional services. The principal missing ingredient is tax treatment more comparable in effect to that accorded exporters by other major trading nations," he said.

Many different types of export tax measures have been considered by the Departments of Treasury and Commerce, the Secretary said, and others have been put forward by the business community. "For a variety of reasons—unworkability, inordinate cost, lack of incentive value, or violation of our international commitments—none was wholly acceptable. We believe DISC fills all the specifications," he continued.

Stans pointed out that, although Treasury has estimated revenue loss from DISC ranging between $450 and $600 million for the first year, it would be impossible to estimate precisely the increased export sales resulting from DISC, adding that "based on the reactions I have had from the business community, the increased exports of U.S. goods resulting from DISC would be more than several times the revenue loss. Indeed, since the increased production of U.S. goods for export will result in more wages to U.S. workers and more materials and equipment purchased to produce those goods, the revenue loss from DISC may be offset by the revenue gain from taxation of those additional wages and sales of supplies and equipment.

"DISC should have high incentive value. The tax deferral privilege would offer a stimulant to exports. Moreover, DISC should have great appeal to small and medium sized business, which cannot take advantage of other deferral devices utilized by companies with extensive manufacturing facilities abroad.

"Tax deferrals and exemptions for foreign income are not an unfamiliar concept to our trading partners and this proposal should not result in significant objections.

"The business comment we have received on DISC is overwhelmingly favorable. It has been endorsed by a variety of leading organizations in all parts of the country. The National Association of Manufacturers, the National Foreign Trade Council, Machinery and Allied Products Institute, International Trade Club of Chicago, World Trade Club of St. Louis, the Western International Trade Group, Minnesota World Trade Association, the Bankers Association for Foreign Trade and others are supporting it, and I understand similar expressions will be forthcoming shortly from the U.S. Chamber of Commerce and the Electronic Industries Association."

Company comments

Stans quoted from letters of several business firms commenting on the proposal (see box on next page). Many businessmen, he pointed out, feel that DISC is not as potent an incentive as one might wish, preferring tax credits for export business or a lower rate of tax—such as by extending the Western Hemisphere Trade Corporation provisions to a worldwide basis and simplifying them. Despite this, he told the Committee,

Companies back DISC proposal

Secretary of Commerce Maurice H. Stans told the House Ways and Means Committee that the DISC proposal's success will depend on whether U.S. companies in export actually use it.

Then he quoted from some of many comments received by Federal agencies about the DISC. Some of these follow:

Grefco, Inc., a Los Angeles company processing filter materials: "Unless programs such as DISC materialize in the near future, GREFCO will have no other alternative but to look for sources of raw materials in foreign lands and to build a foreign operating plant producing diatomaceous earth filteraids and fillers. However, with tax incentives, it is probable that we will be able to maintain our position in the world market as it is today by producing and exporting our diatomite products from the U.S."

Gehl Co., an agricultural equipment manufacturer in West Bend, Wis.: "We feel that if this program for the domestic international sales corporations was eventually set up, we could probably use this medium for establishing our overseas operation rather than to set up a foreign subsidiary corporation. This would result in savings in organizational expense as well as operational expenses and also permit us to keep dollars here that possibly would have to be invested overseas if we set up a foreign subsidiary. For that reason, we are very much in favor of this program."

Mallinckrodt Chemical Works, St. Louis: "We have learned as a result of our efforts to export that export marketing and distribution are more expensive than domestic. Therefore, we need help along the lines of the tax benefits which we understand will be available through DISC."

Fluke International Corp., Seattle producer of precision electronic instrumentation: "At present, the world market for our type of product is expanding rapidly and we do have an excellent opportunity for growth. However, foreign competition is growing and the U.S. technological lead will not last indefinitely. Greater emphasis on marketing and service will be required. As we now understand it, your proposal will assist substantially in providing the additional finance that is needed to undertake this effort."

American Micro-Systems, Inc., Santa Clara, Cal.: "The DISC proposal, if it becomes law, would probably enable us to develop a participation in the European market earlier than planned as well as increasing our exports to the Far East."

Carrier Corp., Syracuse air-conditioning equipment manufacturer: "We in Carrier Corp. expect to establish a DISC if the plan is adopted. We are confident that it will be of substantial assistance in expanding further our export business."

Hewlett-Packard Co., Palo Alto designer of test instrumentation and other engineering equipment: "It is our belief that passage of the DISC proposal into law would give U.S. businessmen a powerful tool with which to increase U.S. exports. We anticipate our major use of DISC's profits would fall into three areas:

"To provide sharply increased marketing support in the lesser developed countries of the world where our business is growing at rapid rates, but where the volume is still quite small; to provide flexible credit terms which would be more nearly equivalent to those supplied by our Japanese and European competitors, and to institute an international leasing program tailor-made to meet the needs of our data processing products and other high value items."

"there is a general realization that DISC, although cut to a more modest fiscal pattern, will be helpful, and that the Government is at last demonstrating that it is willing to take forthright action to help exports.

"We have found that the more businessmen understand the DISC proposal and realize its applicability to their operations, the greater their enthusiasm. I strongly believe that DISC would be very widely used and that it would produce major export gains, help protect our present markets from the inroads of foreign competitors, and help deter the movement of U.S. plants abroad. By this, it would create new jobs and add greater security to existing jobs."

Commerce program will help Latins acquire know-how

Secretary announces training plan for industrial standards techniques

A new program to assist the industrial progress of Latin America through developing improved capabilities in industrial standards techniques has been announced by Secretary of Commerce Maurice H. Stans.

He has established an "Industrial Standards Fellowship Program for Latin America," under which ten technically qualified candidates from Latin America will be trained at the U.S. Commerce Department's National Bureau of Standards in Washington, D.C.

The program is sponsored jointly by the U.S. Commerce Department and the U.S. Agency for International Development. It implements a major offer of technical assistance made by Secretary Stans during hie recent visit to six countries in Latin America.

Importance of program

Secretary Stans said that the new program would provide technological benefits which "will constitute a basic foundation stone for the industrial progress for this entire region. As we all know, standards—a basic agreed upon system of uniform measurement of quality, size, weight, performance and other factors—are the absolutely indispensable prerequisite for industrialization.

"They are indispensable to any nation that wants to sell its industrial products in the world market. They are indispensable to the regional integration of national economies. And they are indispensable to mass production, mass distribution, and mass consumption, the trio of modern economic phenomena which add up to a rising standard of living for all.

"In support of these measurements, the United States has an investment of about $50 billion in instrumentation and research and development related to measurement.

"The headquarters of this basic activity is our Commerce Department's National Bureau of Standards, the greatest repository for standards know-how in the world. Every year scientists and engineers from many countries come here for training in standards techniques," Secretary Stans declared.

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Official trade actions in June included windup of House unit's public hearings on new legislation

President announces aid for import-hit footwear companies; Tariff Commission also acts in adjustment assistance petitions

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Trade & Commercial Policy Division.

Among the more important developments in the field of United States policy in international trade in June were the conclusion of the House Ways and Means Committee public hearings on trade legislation, the return of Secretary Stans to the Committee to report on the status of talks with Japan concerning textiles, and an announcement by the President of an assistance program for footwear firms and workers.

CONGRESS

Hearings on Trade Legislation: The House Committee on Ways and Means concluded public hearings on trade legislation on June 25. On that day Secretary of Commerce Stans returned to the Committee to report on the results of the discussions concerning U.S. wool and synthetic textile and apparel imports which had been held in Washington with representatives of the Government of Japan.

Secretary Stans reported that he and the Japanese Minister of International Trade and Industry had concluded that it is not possible to negotiate an effective voluntary agreement at this time. He further stated that although the Administration in principle does not favor quota legislation, textile legislation appeared to be the only method presently available for solving the import problem. (See story on page 6.)

He backed the textile import provisions of the Mills bill (which similarly cover imports of leather footwear) setting an annual U.S. import limit in 1970 equivalent to the annual average of imports in 1967-68. The limitation would apply by country of origin and by category and would, in succeeding years, fluctuate proportionately with changes in domestic consumption. Higher import levels consistent with the declared purposes of the bill would be allowed for exporting countries adhering to international agreements negotiated by the President.

The Ways and Means Committee held executive sessions concerning trade legislation as this magazine went to press.

Bills Introduced: As of the end of June, the total number of tariff and trade bills pending in Congress stood at almost 850, while the number of quota proposals were about 575. During the month of June some 43 tariff and trade bills were introduced, of which 32 were import quota proposals. The import quota measures, all but one introduced in the House, covered a variety of commodities which have all been the subject of such bills in the past: textiles and footwear (nine House bills and one Senate bill), electronics articles (five bills), mink (four bills), general orderly trade (five bills), milk and dairy products, and stainless steel flatware (two each), and sugar beet molasses, meat, and scissors and shears (one each). One additional commodity, certain used tractors and agricultural machinery, would be prohibited from importation by H.R. 18112 introduced by Rep. Fletcher Thompson (Ga.).

Bills were also introduced in the House concerning hardwood log exports, administrative responsibility for classification of certain dairy items subject to import quotas, and elimination of the oil import program, all similar to pending legislation. The Senate also received two bills, which are similar to a House bill introduced last month, proposing inspection procedures for imports of livestock products (see this column, June 15).

Of the four bills introduced in June covering new subject matter, the most noteworthy could be S. 4001 by Sen. Paul J. Fannin (Ariz.). This measure would transfer to the Tariff Commission certain functions and duties now vested in the President and the Secretary of the Treasury under the Antidumping Act of 1921, the Tariff Act of 1930 and the Trade Expansion Act of 1962. The bill also proposes a 120-day time limit for investigating antidumping, countervailing and unfair trade practice cases and would provide the right of judicial review in these and in adjustment assistance cases.

The other three bills containing new proposals were: S. 3991 by Sen. Wallace F. Bennett (Utah) to reduce the tariff on parts of ski bindings; H.R. 17903 by Rep. Richard Fulton (Tenn.) to suspend through Dec. 31, 1973 the duty on certain bicycle parts and accessories; and H.R. 18018 by Rep. Paul G. Rogers (Fla.) to provide for informal customs entry of certain educational articles manufactured in the United States.

Floor and Committee Actions: Actions were taken on a number of miscellaneous tariff bills during the month on the floor of both the House and the Senate and in various Committees. Two House-passed bills were passed by the Senate and sent to the President for signature: H.R. 17241, to continue to July 30, 1972 the existing suspension of duties on certain forms of copper, and H.R. 8512, to suspend for two years the duty on L-Dopa, a drug used in the treatment of Parkinson's disease. The Senate also passed H.R. 14720, a bill to extend to June 30, 1973 the suspension of duty on manganese ore, but added amendments relating to social security laws which must be considered by the House.

The House passed four miscellaneous tariff bills: H.R. 4605, to remove prohibitions against importing, transporting and mailing in the U.S. mails articles for preventing conception and prohibitions against the advertisement of such articles; H.R. 6049, to amend the definition of metal-bearing ores contained in the Tariff Schedules of the United States; H.R. 9183, to provide that imported articles which are exported and thereafter reimported into the United States for failure to meet sample or specifications, in certain instances, be entered free of duty; and H.R. 16745, to exempt shrimp vessels from duty on repairs made, and on repair parts and equipment bought for U.S. vessels in foreign countries.

The Senate Finance Committee favorably reported H.R. 14956, to suspend duties on various dyes and tanning materials, while the House Ways and Means Committee favorably reported with amendments H.R. 17068, to provide partial duty exemption for certain transportation vehicles manufactured or produced in the United States with foreign components imported under a temporary import bond. In addition the House Committee on Agriculture favorably reported

H.R. 15560, a bill to amend the Federal Insecticide, Fungicide and Rodenticide Act to prohibit importation of certain agricultural commodities to which economic poisons banned in the United States have been applied.

Hearings were held by the Subcommittee on Domestic Marketing and Consumer Relations of the House Committee on Agriculture on three bills, H.R. 682, H.R. 2387 and H.R. 11531 which would extend import restrictions to olives, raisins, and raisins and prunes, respectively.

THE PRESIDENT

Assistance to Footwear Firms and Workers: On June 24, the President announced a program of assistance to non-rubber footwear firms and workers. The program was developed after an interagency task force submitted a study to him, now made public, of the footwear industry's problems. On the basis of this study, the President has decided that import restraints are not the answer to the problems of the industry and has therefore proposed a program of assistance which will include several elements:

First, the President requested an investigation by the Tariff Commission under Section 301(b) of the Trade Expansion Act of 1962 to determine whether imports of men's and women's leather shoes are causing or threatening serious injury to the domestic leather footwear industry. The President requested that the Commission's report be expedited with a view to an early finding. This is the first time a President has requested an "escape clause" investigation since the beginning of the Trade Agreements Program in 1934. An affirmative finding by the Tariff Commission could make various forms of relief and assistance available to the industry, its firms and workers.

Secondly, the President ordered a series of Government measures to deal directly with problems faced by some footwear firms and workers. Such measures, to be taken under a footwear program for which the Secretary of Commerce is to be responsible, will include manpower programs to be undertaken by the Departments of Labor and Health, Education and Welfare under existing retraining and development legislation; programs by the Economic Development Administration of the Department of Commerce to attract other industries to communities wholly dependent on shoe production; financial assistance by the Department of Transportation to establish or improve local commuter facilities between substantial unemployment areas and neighboring areas where job opportunities exist; Small Business Administration loans and assistance to small shoe firms; and consultations with the footwear industry to develop other necessary measures.

Thirdly, the President concluded (on advice of the Justice Department) that a split decision of the Tariff Commission in six recent adjustment assistance cases involving shoe firms and workers shall be considered as affirmative findings and has authorized the Secretaries of Labor and Commerce to consider applications for adjustment assistance (see this column, June 15 and May 11).

Adjustment Assistance for the Barber Chair Industry: On June 19 President Nixon sent letters to the President of the Senate and Speaker of the House informing them of his decision to authorize adjustment assistance for firms and workers in the industry producing barber chairs and parts. Under the law, firms and workers may now apply to the Secretaries of Commerce and Labor respectively for individual certifications of eligibility to apply for adjustment assistance, which may take the form of technical, financial and tax assistance for firms and readjustment allowances, training assistance and relocation allowances for workers.

In reaching his decision on this case, the President accepted the finding of the three Tariff Commissioners who found that the industry had been seriously injured by imports (see this column, May 11). He did not, however, accept their recommendation for raising the tariff rate on barber chairs from 8% to 27.5%, since such an action would not be likely to solve the competitive problems arising within the domestic industry itself. The other three Commissioners found that the criteria for relief had not been met.

Oil Imports Increased: On June 17 the President issued a proclamation increasing the level of oil imports permitted in Districts I-IV (the area east of the Rocky Mountains) by 100,000 barrels per day, effective March 1, from the previous level of 1,205,000 barrels per day proclaimed for 1970. In addition, imports of 40,000 barrels per day of Number 2 fuel oil into District I (North East and East Coast region) will be permitted during the second half of 1970. The changes were made in accordance with recommendations of the Director of the Office of Emergency Preparedness on the advice of the Oil Policy Committee.

On March 1 the President proclaimed formal limits on imports of oil from Canada which included an increase of 63,000 barrels per day over the voluntary quota previously governing oil imports from Canada (see this column, April 13). The recent increase of 100,000 barrels per day in the overall import ceiling was necessary, in large part, to avoid decreasing imports from Latin America because of the March increase allotted to Canada. The 395,000 barrel per day quota for Canada established in March will remain unchanged for the balance of 1970.

The allotment of Number 2 fuel oil will be allocated to independent operators in District I on whom many homes and businesses depend for an adequate supply of fuel at reasonable prices. Much concern has been recently expressed in Congress and elsewhere over the price, supply and competitive situation of fuel oil. Actions by the U.S. beyond 1970 will depend on the results achieved this year and the prospects for competitive conditions for the succeeding period. The Proclamation specifies that imports of Number 2 fuel oil must come from the Western Hemisphere.

The White House also announced its decision that the "Brownsville loop" will be terminated at the end of the year, to be replaced by arrangements as yet to be determined. The loop was an arrangement by which the Mexican Government could meet the quota-exempt overland provisions of the oil import program by shipping up to 30,500 barrels per day of unfinished oil by sea into bonded storage in Brownsville, discharging the bond by trucking the oil across the border into Mexico and thereafter trucking it back to Brownsville as an overland import.

TARIFF COMMISSION

Decisions on Two Adjustment Assistance Petitions: The Tariff Commission has reported to the President the results of investigations of two more petitions for adjustment assistance. The Commission was evenly divided 3-3 in the case instituted by the workers of the Eagle Shoe Manufacturing Co. of Everett, Mass. The investigation was initiated to determine whether, as a result in major part of concessions granted under trade agreements, articles like or directly competitive with the men's, youths' and boys' leather footwear produced by the firm are being imported into the United States in such increased quantities as to cause or threaten unemployment or underemployment of a significant number or proportion of the firm's workers.

The Commission also reported to the President a unanimous finding that bicycle tires and tubes are not, as a result in major part of trade agreements, being imported in such quantities as to cause or threaten unemployment or underemployment of a significant number of workers at the Bicycle Tire and Tube Division of Uniroyal Tire Co. in Indianapolis. In this case, the Commissioners found that imports have increased primarily in response to increased U.S. demand and that layoffs at Uniroyal were due to decisions by the

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firm to eliminate marginal operations.

Copies of these reports are available from the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Report on Carpets: The Tariff Commission reported to the President on June 19 that conditions in the U.S. market with respect to competition between imported and domestic Wilton and velvet carpets and rugs have not changed in any significant degree since the President modified the escape-clause rate on those articles on Dec. 31. In the December action the 40% *ad valorem* escape clause rate was extended for two years but was limited to Wilton and velvet carpets and rugs other than imitation oriental types. Imitation oriental floor coverings, which had previously been subject to the escape clause rate, thus became dutiable at the trade agreement rate of 21% *ad valorem*. (See this column, Jan. 12.) Shortly after the President proclaimed the modification, he requested the Tariff Commission to provide additional information regarding non-oriental design carpets and rugs to assist in determining whether further tariff action might be necessary.

New Import Injury Investigations: The Tariff Commission has instituted four new investigations in response to workers' petitions for adjustment assistance. Petitions have been filed by the following groups: production and maintenance workers of the F.W. Sickles Div., General Instrument Corp., Chicopee, Mass. concerning electrical components and apparatus and allied products; production and maintenance workers of the Rockford Plant, Wood and Brooks Co., Rockford, Ill. concerning piano actions; the production and maintenance workers and salaried employees of the Mishawaka plant, Footwear Div., Uniroyal, Inc., Mishawaka, Ind., and the production and maintenance workers of the B. F. Goodrich Footwear Plant, Watertown, Mass. and of the Servus Rubber Co., Footwear Div., Rock Island, Ill., all concerned with protective footwear of rubber or plastic and rubber- or plastic-soled footwear with fabric uppers; and, lastly, the automotive soft trim workers of the American Motors Corp., Wyoming, Mich.

Public hearings were held on the first case on June 23. Hearings in the last-cited investigation were scheduled for July 14. Public hearings were not requested in the case of the other two investigations.

The Commission has also instituted one new investigation upon petition of a firm, Ion Capacitator Co., Columbia City, Ind., for adjustment assistance. The case concerns certain electrolytic capacitators. Public hearings have not been requested.

Investigation of Dairy Products: In response to a request of the Committee on Ways and Means of the House of Representatives, the Tariff Commission has instituted under Section 332 of the Tariff Act of 1930 an investigation of the conditions of competition in the United States between U.S.-produced and certain foreign-produced dairy products. The foreign products are certain cheeses and cheese substitutes, lactose, and certain sweetened chocolate and articles thereof. Last month, the Commission initiated an investigation on certain dairy products in response to a request from the President made under Section 22 of the Agricultural Adjustment Act (see this column, June 15).

The public hearings in the latter investigation, which were originally scheduled for July 7, have been postponed to July 28, and at the conclusion a consecutive public hearing will be held in connection with the Section 332 investigation. Parties desiring to appear should notify the Secretary of the Commission by July 17. Written statements in lieu of appearance should be submitted not later than the close of the hearings.

Preliminary Inquiry Terminated: On June 9 the Tariff Commission terminated its preliminary inquiry with respect to a complaint alleging unfair methods of competition and unfair acts in the importation and sale of ski poles and parts. In taking its action, the Commission noted that the complainant, Robert J. McDonald of Arlington, Va., has consistently failed to keep the Commission advised as to where he could be contacted during the course of the inquiry.

OTHER AGENCIES

Treasury Department—Dumping (power transformers): The U.S. Customs Bureau announced on June 15 that it has initiated inquiries into complaints that large power transformers from France, Italy, Sweden, Switzerland, Japan and the United Kingdom are being sold, or are likely to be sold in the United States at less than fair value within the meaning of the Antidumping Act.

Imports for the period January through October 1969 amounted to 8,789 transformers with an aggregate value of $6.8 million.

Agriculture Department—Meat Import Program: On June 30 Secretary of Agriculture Hardin announced that restraint levels for imports of meat from principal foreign suppliers for calendar year 1970 have been revised to 1,140 million pounds. Under the Meat Import Act of 1964 import quotas would have been triggered by imports of 1,098.7 million pounds. The President has therefore issued a proclamation pursuant to the Act establishing import quotas. At the same time, however, these quotas have been set aside by the proclamation under a provision of the Act which authorizes the President to suspend such limitations when required by overriding economic interests of the United States. As a result of the proclamation, new bilateral agreements regulating meat imports are being negotiated by the Secretary of State with the principal supplying countries to assure that imports do not exceed 1,140 million pounds in 1970. Secretary Hardin stated that this action applies only to the balance of 1970 and does not establish a precedent for 1971.

The President, by Executive Order, also delegated to the Secretary of Agriculture authority to issue regulations limiting certain meat imports under Section 204 of the Agriculture Act of 1956. Under this authority, Secretary Hardin has taken steps to halt further transshipments through third countries of meat originating in Australia, New Zealand and Ireland. Such transshipments were an important factor contributing to the need for revising the restraint levels.

Agriculture Department—Import Requirements (tomatoes, grapefruit, avocados): Minimum size and grade requirements for shipments of domestic and imported tomatoes were terminated on June 20, lower minimum grade and size requirements for imported seeded grapefruit became effective on June 8, and new regulations governing imports of avocados went into effect on June 22.

INTERNATIONAL

European Communities: Trade Agreements With Spain and Israel. On June 29, the European Communities (EEC) formally signed preferential trade agreements with Spain and Israel. Under its arrangement with Spain, the EEC will grant tariff reductions, staged over five years, on approximately 75% of its imports from Spain. The depth of duty cuts will range from 40 to 70%, with the largest volume of Spanish manufactured exports receiving a 60% reduction. Spain will also receive a 40% reduction in the general EEC duty rate of 20% on citrus. In return, Spain will give staged tariff reductions on approximately 75% of its imports from the countries of the European Communities.

The Community's agreement with Israel provides for a 25% tariff reduction on Israeli industrial exports, to increase to 45% over the five-year life of the agreement. Israel will receive the 40% preference on citrus exports also accorded to Spain. Certain EEC industrial exports to Israel will be given tariff reductions averaging 17%.

EDP trade mission in Indonesia, Taiwan, Singapore sees growing market for products, services

Seminars in Taipei, Djakarta, Singapore drew big audiences; brisk interest expressed by Government, industry representatives

Electronic data processing is spreading —even in the developing areas, says a trade mission back from Southeast Asia.

The market for EDP products and services in Taiwan, Indonesia, and Singapore is becoming more and more significant, the five U.S. business executives found, as the potential for use not only in commerce and industry but in Government and economic development planning becomes more widely recognized.

There was something different about this latest EDP mission. Two other specialized missions focusing on the same products and services had been recruited by the Commerce Department, but they had promoted sales in the sophisticated markets of the United Kingdom and Germany.

Anticipating that in Taipei, Djakarta, and Singapore, requests for information would come from businessmen only beginning to learn the language of the computer, as well as from top professionals in the field, the Commerce Department, through the U.S. Trade Center in Bangkok, arranged for the mission members to participate along with local speakers in seminars in each of the three cities visited.

The seminars were planned to acquaint U.S. industry with the potential markets, and Southeast Asian government and commercial enterprises with the uses of EDP in solving problems.

Big attendance

The response to local announcement of the mission/seminar was overwhelming: At each location, from 250 to 300 attended the panel's programs. The range of interest was broad: Industry and Government, managers and technicians. In Singapore, about 50 businessmen came from Malaysia.

In Taiwan, the Ministry of Finance requested the mission members to meet with banking industry representatives. In Indonesia, the Ministry of Finance asked the mission to meet with insurance companies' representatives in Djakarta.

In two of the countries visited, special national advisory bodies have been set up within the Executive to advise and assist in promotion of EDP in government operations: The Ad Hoc Committee on Electronic Data Processing of the Executive Yuan of the Republic of China; and the Cooperative Board for the Automation of State Administration of Indonesia.

The markets

A brief picture of the market in each country visited was included in the mission's report. Some of the highlights follow:

Taiwan has at present a significant number of installed computers: about 30, almost all U.S. manufactured. Most of them are small in size and the need is emerging for larger equipment, the mission found. According to seminar speaker Dr. Kenneth Fan, Department of Business Administration, Provincial Chang Hsing University, EDP growth in Taiwan is expected to be around 20% between now and 1975, and then increase to 30% during the remaining years of this decade.

Presently installed computers in Singapore total 19, with another 12 on order for installation by the end of this year, the mission reported. Of the 31, four are in manufacturing, two in universities, 8 in government, 3 in oil companies, and the others in commercial organizations. Seminar speaker T. Kanagarajah, former president of the Singapore Computer Society —a professional group with a membership of 120—anticipates that Singapore will take the lead in EDP in the Far East and possibly be the supplier of services to that market place.

There are some 20 computers in Indonesia, mostly of small size, and several larger ones are now on order. Participants observed that, although the equipment is primarily IBM, plus several UNIVAC systems, International Computers Limited (ICL) of the United Kingdom has recently received a government order. Seminar speaker E. Soenredi, EDP Coordinator of Data Processing System, Indonesian National Oil Co., cited the need for EDP in such areas as government planning and budgeting, port development, and communications.

For the most part, except for ICL, there is at present little competition in the areas visited, but Japan is expected to enter the market within the next two years, the group reported.

Mission members—who were also seminar participants—and the products and services they represented were:

Werner Frank, Informatics, Inc., software; Richard P. Castanias, Univac, computers and terminals; Edward G. French, Page Communications Engineers, communications systems; Randolph Kwei, International Data Applications, systems design and programming; and C. W. Vandenberg, IBM World Trade Asia Corp., data processing and office products and services.

Man-machine dialogue

In the world of electronic data processing, terminals are input/output devices remotely located from the computer. Mission member Vandenberg, speaking at the seminars on the impact of terminals in the new decade, said:

"The computer was a major advance over electric accounting machines in the evolution of tools for record keeping and business automation. The computer brought about computation ability that dramatically opened new horizons in scientific progress. In the process of these developments, we were forced to revise our way of thinking and to drop certain assumptions regarding the limitations of our potential. This was our decade of the '60's.

"In the decade of the '70's we will see advances comparable in impact, requiring us to discard still more assumptions about our capability. We have barely touched the possibilities for placing data files at the finger tips of any prospective user.

"The concept of terminal use and the vast possibilities for interactive systems between man and machine require a new sense of invention and adaptation. Terminals are a method of establishing an interaction between man and computer."

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Tourist equipment, services mission scheduled to go to Austria in fall

Good market seen for variety of related items; businessmen to visit country Nov. 6-21; application deadline, July 31

Executives of U.S. companies manufacturing or supplying tourism equipment and services are invited to join an official trade mission organized by the Department of Commerce to visit Austria in November. Applications are to be received by July 31.

The members, limited to ten businessmen, will be doing business for their own firms. The group will undergo an orientation seminar in Washington on Nov. 6, fly to Austria that same evening, and work through Nov. 21 in Vienna, Innsbruck, Salzburg and, possibly, Bregenz.

Members will pay their own travel expenses; organizational and operational costs will be paid by the Department.

Commerce will carry out advance work in the target area overseas through a seasoned trade specialist and, later, will provide a senior official to serve as Mission Director. Before the group's arrival, a program for its activities will be established, including arrangements for the members to meet with the principal users of their products and/or services in the area.

Good prospects

Market research in tourism has revealed good possibilities in Austria for the following products and related items and services:

Equipment for use in hotels, motels, schools, factory and other institutional canteens and kitchens, in self-service and fast-service feeding establishments, including automatic beverage and food dispensers and automatic vending equipment; baking equipment, kitchen ovens, barbecue equipment, freezers, high-pressure cookers, infrared grills, rotisseries, food and liquid mixers and blenders, peelers, ice crushers; icemaking and refrigeration equipment including refrigerated display counters; airconditioning equipment; dishwashers;

Also hotel planning, construction, organization, management, and financing; hotel, motel, and restaurant supporting services; development of resort areas including camping and hunting sites and marinas; sporting goods including sports wear; designing and "package" offers of sports facilities for resort areas and hotel complexes; franchising for hotels, restaurants and food servicing, as well as for hunting, fishing, pleasure-boating and other sports.

U.S. companies interested in and qualified for this Government-sponsored export promotion trip are invited to **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, attention Paul Mayer; or phone him collect at 202-967-2232.

More specialized groups

The November business tour is the sixth to be announced for the second half of this year under the Commerce Department's specialized missions program. The others will be focusing on electronic data processing in Belgium and the Netherlands; advanced instrumentation in Eastern Europe, and in the Nordic countries; service industries in South America; and agricultural development in West Africa.

Several tourism equipment and services groups have gone abroad since inception of the specialized missions program last year. The first to combine the advantages of official Commerce Department and industry-organized Government-approved missions highlighted the restaurant and cafeteria equipment market in France, and estimated 12-month sales resulting from the trip at $465,000. From a service industries mission to Japan last fall, one member alone estimated $1 million worth of business for his company in the next 12 months.

Looking ahead

A tourist industry mission to Yugoslavia, also last fall, found the market potential there so promising that a second group was organized to go to the same country in the spring of this year. Members of both teams reported excellent prospects.

The Commerce Department is considering scheduling a tourist industry mission to Mexico toward the end of this year.

World Bank aids East African rails, telecommunications

Three-nation Community gets $53 million development boost

Improvement of the railway system and of the telecommunications network serving the nations of the East African Community—Kenya, Tanzania and Uganda—will be undertaken with the assistance of loans totaling $52.8 million from the World Bank. Sweden is also lending the equivalent of $5.2 million for the telecommunications project.

Both Bank loans were made to statutory corporations of the East African Community: one of $42.4 million to the East African Railways Corp. (EARC) and the other of $10.4 million to the East African Posts and Telecommunications Corp. (EAPTC).

Long distance facilities, used mainly by business and government, will be improved by extending subscriber trunk dialing (STD) with the $10.4 million loan. In addition, approximately 940 long-distance circuits will be provided by setting up broadband microwave systems and open wire trunk circuits. The principal cities and seaports of East Africa will be linked by high capacity (more than 600 ch[illegible] microwave systems between Kampala, Nairobi, Mombasa, Tanga and Dar-es-Salaam. These systems will be connected to an earth satellite station some 40 miles from Nairobi which will soon come into operation and which is intended to work with the Indian Ocean satellite in providing international telephone service.

Also to be installed is a VHF tropospheric scatter system to connect Dar es Salaam and Mtwara, in southern Tanzania. Telegraph and telex facilities will be further developed with the addition of (VF) telegraph systems and teleprinters. The project also includes construction of buildings to house telephone exchange and radio station units.

The total cost of the project is estimated at the equivalent of $28.3 million.

The $42.4 million loan will be applied to the foreign exchange cost of EARC's $90 million 1969-72 development program which provides for renewals and other improvement of the permanent way; the purchase of diesel locomotives and rolling stock; construction of new marshaling yards, regional offices and repair shops;

and improvements to signaling and telecommunications.

The imported equipment and materials for the program will include rails, sleepers (ties) and fittings for track and yard improvements, signaling and telecommunications equipment, diesels and freight cars, two new lake vessels and other high-priority items.

In connection with the new loan, agreement has been reached on measures to improve transport policies and operating practices in the region. The most important of these measures is aimed at revising EARC's tariff and rate structure, in order to secure the railway's competitive position and to ensure that no uneconomic transfer of traffic from rail to road will take place. It has also been agreed that the railway would be completely dieselized by mid-1976. This will bring about a significant reduction in EARC's costs.

In order to help overcome the acute shortage of trained and experienced personnel, the United Nations Development Program is conducting a five-year training program for senior supervisory and management staff to complement EARC's own training program.

Training program

EARC will finance the local costs of the 1969-72 program from internal cash generation. The foreign exchange requirements not covered by the Bank loan announced today will come from $6.7 million of an earlier Bank railway loan and $18.3 million from bilateral sources.

Eximbank's export credit unit aided sales to 32 markets in first quarter

During the first quarter of calendar year 1970, transactions authorized under the Export-Import Bank's export expansion credit facility covered U.S. exports sold on deferred payment terms to 32 markets abroad. Eximbank's liability under these transactions amounts to $36,271,000.

United States exports assisted by the program, which exceeded $44.6 million during the first quarter, included air-conditioning, earthmoving, agricultural, irrigation, construction, textile, and swimming pool equipment; in addition to automobiles, trucks, helicopters and jet aircraft.

The largest authorization involved $9.2 million for a sale of jet aircraft to Jordan, while the smallest amounts were $1,000 apiece to help finance shipments of trucks to Argentina and vacuum cleaners to Venezuela.

Puerto Rican trade officials cite good results from spring missions

Most recent, to Panama, tops earlier groups to Venezuela and Jamaica; product displays added as promotion tool

A Puerto Rican trade mission has just returned from Panama, completing a Commonwealth series of three that went to nearby countries this spring.

In terms of immediate and projected sales, the mission to Panama topped the earlier two, to Venezuela and to Jamaica, according to Commonwealth Secretary of Commerce Milton Zapata.

The three missions report their combined sales expectations resulting from the spring promotion at $1.8 million in the next 12 months. Seven licensing and joint venture negotiations were initiated.

The Commonwealth's Assistant Secretary of Commerce for Foreign Trade, Gerard Santerre, accompanied all three groups. Secretary Zapata accompanied the mission to Venezuela and Under Secretary Roberto Bird, the mission to Panama. "Each one is more successful than the last, as more experience is gained," said Bird.

All of the groups were organized by the Puerto Rico Department of Commerce with the cooperation of the Puerto Rican Chamber of Commerce, Manufacturers Association, and Products Association. They were approved by the U.S. Department of Commerce under its industry-organized Government-approved trade missions program.

With the spring series, Puerto Rico has completed 11 IOGA missions. Since its first one was organized in the fall of 1965, Commonwealth exports to foreign countries have almost quadrupled, Santerre reports.

Samples displayed

The spring mission members were encouraged for the first time to carry samples, which were displayed at their hotels in the seven cities visited. Also, in Jamaica and Panama, a specially designed 40-foot exhibition trailer with more than 100 product displays accompanied the businessmen. The trailer—contributed to the Products Association and the Department of Commerce by Sea Land Co., a maritime carrier operating out of Puerto Rico—housed exhibits of firms not represented among the members.

Nineteen firms and two trade associations supplied the membership of the spring missions. Two firms participated in all three: Laboratorios Terrier, Inc., represented by Juan Padilla, and Martinez Carrera, Inc., by Luis F. Martinez Carrera. Four firms were represented on two of the missions: Sea Land Services by Alfonso Valencia and Lester Janer; Caribe Metal Decorating Corp.-Caribe Crown Cap Corp., Augusto N. Durand; Condimix Corp., Vicente Rios Jr., Electrophonics, Inc., Benigno Rivera; and Banco Popular de Puerto Rico, Hector Ledesma and Ralph Carrion.

Other participating firms were: Fuller Adhesives Overseas, Inc., represented by Eleuterio Matos; Integrated Industries, Inc., Martin Blair; International Shoe Corp., Angel L. Umpierre; Maquinaria Cafetera, Inc., Felip Rivera; Olympic Mills, Corp., Francisco Carvajal; Pedma Chemical Products, Corp., Peter J. Matienzo; Puerto Rico Iron Works, Inc., Juan A. Carbonell; Puerto Rico Yachts & Boats, Inc., Roger Carnero; Ramallo Brothers, Esteban Ramallo; Southern Cross Engineering & Foundry Works, Clifford A. Hourston; and Zinsco Electrical Products, Angel Ginorio.

The Manufacturers Association was represented by Amadeo Francis and the Products Association, by Frank Rexach.

AMA seminar to study foreign patent strategy

A three-day seminar on Foreign Patent Strategy and Procedure has been scheduled for the American Management Association's New York headquarters Aug. 12-14.

The sessions will cover the basic reasons for foreign patent programs, the choices of operation which are available, where and to what extent to file, foreign patent costs, and a review of foreign patent systems. Discussion leaders will be Thomas F. Kirchoff, a patent attorney for Eastman Kodak, and Mason DeCamillis, a member of the patent staff of RCA's David Sarnoff Research Laboratories.

Write: American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020

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EXHIBITIONS, TRADE CENTERS, TRADE MISSIONS

United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in 11 U.S. commercial exhibitions, trade fairs and solo exhibitions around the world, six trade missions and 21 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 8, 1971. The shows and fairs are planned after market research indicates a demand for a particular category of products.

Currently, five upcoming Trade Center and trade fair events are sold out.

Other opportunities of interest are America Weeks and the Sample Display Service. The latter is more fully described in a special notice accompanying this list. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Of the 32 shows and fairs in 12 nations and regions for which the Bureau of International Commerce is now seeking exhibitors, France will host seven, Japan five, France, Sweden, and the United Kingdom four each, and Italy three, and Australia, Denmark, Switzerland, Taiwan and Thailand one each. The trade missions will visit Austria, Belgium and The Netherlands, East Europe, Scandinavia, South America and Africa.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries with Government approval and assistance. For information **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available.

ELECTRONIC DATA PROCESSING TRADE MISSION. Belgium, The Netherlands. Market research has revealed a substantial potential in these two countries, particularly for peripheral equipment. EDP is already used widely there, and competition from third-country suppliers as well as from U.S. producers already firmly established in the area has to be met. For further details, call Paul Mayer, 202-967-2232. **EDP Trade Mission. Sept. 12-26.**

ADVANCED INSTRUMENTATION TRADE MISSION. Eastern Europe. Commerce is organizing a Trade Mission in advanced instrumentation to visit Warsaw, Budapest, Bucharest, and Prague Sept. 13-26. Firms whose products are in the following SIC categories are invited to participate: SIC-3611, 36626, 3693, 3821, 3822, and 38311. Some of the products included in these categories are: laboratory and scientific, geophysical, surveying, and drafting instruments; automatic temperature controls; optical instruments, elements and lenses; instruments for measuring, detecting, testing and for controlling nonelectric quantities; x-ray and gamma ray equipment; electro-medical and electrotherapeutic apparatus; electrical measuring, testing, indicating and/or recording instruments and equipment; and, aircraft flight, nautical and navigational instruments. For further information call Sam Cerrato 202-967-3904. **Instrumentation Trade Mission. Sept. 13-26.**

INSTRUMENTS AND MATERIALS FOR THE PLASTICS INDUSTRIES. United Kingdom. Use of plastics in the U.K. is growing at an annual rate of 12%. The building industry is the largest consumer of plastics although it is being rapidly surpassed by the packaging industry. Additional markets within the U.K. for plastics materials and equipment are also developing, such as transportation and non-wovens. This exhibition, a first for the Department of Commerce in the U.K., coincides with an increasing need for the British plastics industry to modernize its production capacity. Labor saving improvements and equipment adaptable to specific U.K. manufacturers' requirements to speed up the finishing process are in special demand. For complete information about participation in this exhibition, telephone 202-967-3849. **London Trade Center. Sept. 21-25.**

ANALYTICAL INSTRUMENTATION. France. The French economy post devaluation continues to be strong. Output in 1969 is projected to rise 8.6% in real terms to $130 billion and imports will be up an amazing 23.6%. The French market for advanced analytical instrumentation amounted to $150 million in 1968 and enjoyed an average 8% per year increase over a period of the prior four years. The $2.5 billion spent on R&D in France in 1967 is expected to more than double by 1975. Particularly good market potential exists for chromatography, spectroscopy, thermal analysis, gas analysis and fluorescence instrumentation. For complete information call 202-967-3822. **Paris Trade Center. Sept. 22-26.**

PACKAGING EQUIPMENT, MACHINERY, MATERIALS. Japan. Economic forecasts predict Japan's GNP in fiscal 1969, ending March 31, 1970, will reach $173 billion with a real economic growth rate of 13%. Outlook is for a GNP of over $205 billion in fiscal 1970 with a continued high real economic growth rate of 12-13%. Private equipment investments are expected to continue expanding at annual rates of between 17-22%. The sales of packaging machines in Japan have increased fourfold in the past seven years due to the expansion of the food industry and the mechanized packaging adopted in the cosmetics, pharmaceuticals and other industries, plus a manpower shortage and resulting increased labor costs. Demand for packaging machinery continues to rise, and a recent survey indicated that Japanese manufacturers are investing $3.9 million in packaging equipment yearly. The value of Japanese imports of packaging machinery has grown steadily at 20% annually, and the U.S. ranks first among suppliers of packaging machinery. For further information call 202-967-3974. **U.S. Commercial Exhibition, Tokyo-Pak '70, Tokyo International Packaging Exhibition. Tokyo. Sept. 22-28.**

promotions scheduled

ENVIRONMENTAL TEST EQUIPMENT. Scandinavia. The present Scandinavian market for environment test equipment is estimated at $7 million with demands expected to reach $10 million in the next several years. Many manufacturing firms, research laboratories, and engineering service firms are beginning to accelerate their equipment modernization programs in order to research, develop, and test new or improved products for highly competitive domestic and foreign markets. With most of the Nordic area's requirements met by imports, this show will offer U.S. manufacturers of test chambers and instruments, automatic control systems, data processing equipment, and peripheral devices an excellent chance to share in this growing market. **U.S. Trade Center for Scandinavia, Stockholm. Sept. 28-Oct. 3.**

AGRICULTURAL DEVELOPMENT TRADE MISSION. West Africa. The first U.S. Specialized Trade Mission for Africa is tentatively scheduled for October 1970, to take advantage of expected expansion and modernization in the field of agricultural development. The time appears to be right for American firms to appraise the market. The mission would visit not more than three of the following nations for a period of two to three weeks: Ivory Coast, Congo (Kinshasa), Nigeria, Ghana, or Cameroon. Sales potentials have been identified for rice milling equipment, cotton gins, irrigation equipment, specially prepared feeds, agricultural implements and small-scale machinery, livestock and poultry equipment. For further details regarding participation in this mission call Mrs. Wanda Ale, 202-967-2051. **Agricultural Development Trade Mission. October 1970.**

AGRICULTURAL MACHINERY AND EQUIPMENT. Thailand. The key market in Thailand today is the $200 million market for agricultural machinery and equipment. This market is expected to grow 15-20% annually over the next 2-3 years. Sales potential has been identified for four-wheeled tractors of 40-50 hp, 50-70 hp and above 70 hp; two-wheeled tractors; tractor parts and accessories; disc plows and harrows; rotovators; seed distributors and seeders; hay and grass mowers; hullers and shellers; threshing machinery; land grading blades; stalk shredders; fertilizer distributors; hay balers; pumps and gasoline, diesel and gas/oil mixture engines for irrigation equipment machine and hand-powered pesticide sprayers; poultry incubators; animal feed processing machinery; and selected rice milling equipment. For further details call Joseph A. Miller, 202-967-5281. **Bangkok Trade Center. Oct. 12-16.**

CATERING EQUIPMENT, LAUNDRY EQUIPMENT AND HOTEL MAINTENANCE EQUIPMENT. France. Increasing competition for the tourist trade is forcing France to modernize its tourist facilities. The change in parities of the French franc and the German mark is providing a sharp stimulus to the French tourist industry, which is now gearing up to meet the expected influx of travelers. The French government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL trade fair. This is the largest show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, and designers. Call 202-967-2885. **U.S. Commercial Exhibition, EQUIP'HOTEL, Paris. Oct. 8-19.**

AIR CONDITIONING AND REFRIGERATION EXHIBITION. Germany. U.S. air conditioning, refrigeration and component manufacturers will be able to display their products in a $200 million market in the October exhibition in Frankfurt. Residential air conditioning is well accepted. Commercial air conditioning is in the customer-demand-phase and the volume of new construction in Germany points to a breakthrough in sales for supermarket, office building and department store units and systems. Many small shops are renovating and spurring enough demands for the five ton and under units. The U.S. technological lead has helped American manufacturers capture a major portion of the import market and an increase is expected as electrical power companies in Germany continue to promote the use of air conditioning. While German per capita income rises, buyers are becoming more sophisticated in their selection of prepared frozen foods and refrigerated dairy products. The increase in demand has created a chain reaction from food processer through transporter to retail outlet. The demand has not gone unnoticed by German air conditioning and refrigeration manufacturers themselves, who in turn have a need for controls and other components for systems they manufacture. For market and participation information, call George Kemp, 202-967-3088. **Frankfurt Trade Center. Oct. 12-16.**

ELECTRONIC COMPUTERS AND PERIPHERAL EQUIPMENT. Japan. Electronic computer systems in Japan are increasing at a rate of more than 1,000 a year and are predicted to reach 10,000 installations by 1972. Despite large gains in domestic production, Japan continues to rely heavily on imported equipment to meet many of its demands. The U.S. is Japan's principal foreign supplier, last year exporting more than $91 million to this growing market. U.S. exports to Japan of electronic computers and peripheral equipment are expected to exceed $100 million this year. The first U.S. Solo Exhibition of this kind in Japan, the electronic computer and peripheral equipment show will be held at the International Trade Fair Center at Harumi Pier. For detailed information concerning participation and the Japanese market for U.S. computers and peripheral equipment call 202-967-4511. **U.S. Solo Exhibition, Electronic Computer and Peripheral Equipment. Tokyo. Oct. 12-17.**

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PULP & PAPER PROCESSING AND CONVERSION. Italy. Italy's growing paper industry, which is striving to keep abreast of current technology and equipment, supplied over 3.4 million tons of paper and paperboard in 1969. Sharp increases in labor costs and other production costs are forcing the Italian paper industry to modernize and automate their production processes. Official estimates project that a total investment of $450 million will be spent by this industry during the 1970-72 period. Market research has confirmed a healthy demand for U.S. made process control instrumentation, accessory equipment for large paper machines, and chemicals for the paper industry. For marketing information on Italy's paper industry and facts on exhibiting in this promotion, contact Samuel S. Spaulding, U.S. Department of Commerce, BIC-944, Washington, D.C. 20230 (202-967-3968). **Milan Trade Center. Oct. 13-17.**

SERVICE INDUSTRIES TRADE MISSION. South America. Ten U.S. businessmen will visit Caracas, Rio, Sao Paulo, and Buenos Aires Oct. 18-31 to seek business partners for South American operations. Fast foods, automotive service, laundry, dry cleaning, diaper service, engineering, etc. The ultimate objective is expansion through franchise operations. For further information call M. Freeman 202-967-4715. **Service Industries Trade Mission. Oct. 18-31.**

INDUSTRIAL ASSEMBLY EQUIPMENT. France. The estimated 1968 value of the French market for industrial assembly equipment was more than $117 million. A Commerce study predicts consumption will reach $150 million by 1971. U.S. firms currently hold an important share of French imports of assembly equipment and supplies. Sustained efforts to increase productivity are likely to generate excellent opportunities for further expanding U.S. exports. Because of the advanced technology of U.S. products there is often little competition. For information on how to participate, telephone 202-967-4961. **Paris Trade Center. Oct. 19-23.**

MEDICAL-HOSPITAL EQUIPMENT EXHIBITION. Japan. Continuing strong demand is envisaged in Japan for advanced medical and hospital equipment, a field in which American manufactures retain a reputation for durability and innovation. Of particular interest to Japanese buyers is the application of computerization to medical-hospital equipment and advanced design which allows for greater economy of space. U.S. manufacturers will have an opportunity to increase their penetration of the viable Japanese market for medical-hospital equipment this fall in Tokyo. For additional information telephone 202-967-5286 or contact Edward Simmons, U.S. Trade Center, Tameike Toku Building, 1-14 Akasaka, 1-chome, Minato-ku, Tokyo, Japan. **Tokyo Trade Center, Oct. 19-24.**

ADVANCED INSTRUMENTATION TRADE MISSION. Scandinavia. To maintain a high level of productivity and remain competitive, to enhance their strides in national health programs, to attain their goals in research, Denmark, Finland, Norway, and Sweden will continue to utilize instrumentation and computerized equipment. Members of the U.S. Advanced Instrumentation Trade Mission to Scandinavia and Finland, Nov. 2-18, will meet with buyers of this equipment. For detailed information concerning participation on this Mission write or call E. J. Wason 202-946-2005, Trade Missions Division, U.S. Department of Commerce, Washington, D.C. 20230. **Instrumentation Trade Mission. Nov. 2-18.**

TOURISM EQUIPMENT TRADE MISSION. Austria. Austria is going all out to keep pace with competing neighbor countries in attracting tourist dollars. A market exists currently for equipment for use in hotels, motels, schools, factory and other institutional canteens and kitchens, in self-service feeding establishments including automatic beverage and food dispensers and automatic vending equipment; baking equipment; ovens and ranges; freezers, rotisseries, infrared grills, food and liquid mixers and blenders; icemaking and refrigeration equipment; air-conditioning equipment, and dishwashers. Also hotel planning, construction, organization, management, and financing; hotel, motel, and restaurant supporting services; development of resort areas; designing and "package offers" of sports facilities; franchising for hotels, restaurants and food servicing. For further details, call Paul Mayer, 202-967-2232. **"Tourism Equipment" Trade Mission. Nov. 7-21.**

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, write: Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, write to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

BIOCHEMICAL TEST AND CONTROL EQUIPMENT. Australia. The second major trade promotion event to be held at the new U.S. Trade Center in Sydney will feature both an equipment exhibition and technical seminar. Australia's buoyant economy has made it the second largest market for U.S. exports in the Far East and all economic indicators point to continued growth. Biochemical equipment having application in the medical and clinical fields as well as for industrial use will be promoted and U.S. firms will find receptive buyers. Expansion of industries utilizing this type of equipment, continued Government financial support for research and development in universities and Government agencies, an awareness of growing environmental problems and the obvious need for control and treatment of air and water pollution, and large expenditures for new hospitals, clinics, and laboratory facilities combine to make sales prospects particularly bright for U.S. products. Call 202-967-4056. **Sydney Trade Center. Nov. 9-13.**

INDUSTRIAL AIR TREATMENT EQUIPMENT. Germany. German industry is presently spending approximately $100 million a year on air pollution control equipment. Germany has had antipollution legislation since 1960; active enforcement of this legislation plus liberal Federal Government relief measures for industry have contributed much toward making Germany one of the best European markets for air pollution control equipment and related instruments. For information call 202-967-2425. **Frankfurt Trade Center. Nov. 9-13.**

FLOW AUTOMATION EQUIPMENT. United Kingdom. The high level of capital investment in Britain's processing industries and the heavy computer orientation of these new facilities are major factors contributing to the country's interest in the latest developments in electronic process controls, particularly those related to flow measurement, control and proportioning, blending and weighing equipment. The National Economic Development Office estimates that the increase in investment in manufacturing industries as a whole will be 10% in 1970, with investments in the chemical and petrochemical industries rising $750 million in 1970 and refinery investments approximately $225 million. Imports of plant equipment are expected to continue to account for 15-20% of total plant investments and 33% of plant instrumentation. Particularly good market potential exists for mass flow measurement and blending devices and electronic/pneumatic—pneumatic/electronic converters. For complete information on this exhibition call Lee Swift, 202-967-4462. **London Trade Center. Nov. 9-13.**

FLUID POWER SYSTEMS, ACCESSORIES, AND CONTROLS. Japan. Continued rapid growth in demand for fluid power systems, accessories, and controls in Japan places increasing emphasis on advanced equipment. The U.S. industry manufactures a considerable range of fluid power equipment, including fluidic devices, which have high sales potentials in Japan. Japanese demand for imports in this product field are expected to exceed $17 million this year, rising to $33 million in 1971. Call 202-967-4705. **Tokyo Trade Center. Nov. 9-14.**

PACKAGING MACHINERY AND MATERIALS. France. The International Packaging Exhibition, Emballage '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of the Common Market economies which allows France to export more food products to her EEC partners. The International Packaging Exhibition in Paris is a biennial event which attracts a large audience of potential buyers interested in seeing the latest developments. The U.S. Department of Commerce sponsored a successful exhibition at this event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements as a result of that promotion. For further information on the market and participation in the exhibition telephone John Wolf, 202-967-3822. **U.S. Commercial Exhibition, Emballage '70. Paris. Nov. 9-15.**

OCEANOLOGY EQUIPMENT AND INSTRUMENTATION. Germany. Research indicates that more than $115 million in public funds alone will be expended during the next few years in Germany on oceanology. The increasing number of scientists and technicians, an expansion of shore facilities, an increased number of research ships, the establishment of the German Commission of Oceanology, the participation of Germany in countless international organizations, the growing cooperation between governmental, academic, and private industrial sectors, and a booming economy are some of the reasons why the future development of oceanology in Germany appears favorable. For additional information and details on how to participate in this important international event, call Andre Williams, 202-967-2425. **U.S. Commercial Exhibitions, Interocean-70. Dusseldorf. Nov. 10-15.**

INDUSTRIAL AND SCIENTIFIC TEMPERATURE MEASUREMENT AND CONTROL EQUIPMENT. Scandinavia. The prime audience for this exhibition will be all scientific and research laboratories, the basic metals, pulp and paper, chemical, ceramics, glass and other industries concerned with the measurement and control of temperature during industrial processes. In Sweden alone, there are over 300 major companies and 30 independent research institutes using the type of equipment. Sales of many types of this equipment are increasing by over 20% a year; much of it is imported, and U.S. firms enjoy good reputations for the excellence of their equipment. Products which may be exhibited include: pyrometers and thermometers; thermocouples, transducers and other sensors; amplifiers, recorders and analyzers, breakdown and alarm systems, data-loggers and process control computers; analog computers; infra-red equipment; control valves and servo-mechanisms; electric furnaces, ovens, induction and dielectric heaters, as well as controls and components; atmosphere generators, and other related equipment. The market for industrial process controls in Sweden was estimated at $35 million in 1969, and about 25% of this equipment was for temperature measurement and control. In a survey, 134 companies indicated that within the next five years, they would spend $330 million for process control instrumentation and $23 million for on-line computers. Most of this equipment is being imported. For more information on this market and about participation in the exhibition, telephone John R. Crown II, 202-967-4421. **U.S. Trade Center for Scandinavia, Stockholm. Nov. 16-21.**

EQUIPMENT FOR BUSINESS AND INDUSTRY. Taiwan. Paced by a dynamic manufacturing sector, Taiwan's economy continues to experience rapid growth. The nation's gross national product during 1968 increased by 10.3% in real terms over 1967 with an expected similar growth rate during 1969. The industrial sector has averaged an annual rate of increase of about 18%. Chinese businessmen and Government officials recognize the need to achieve higher quality standards of production in order to effectively compete in foreign markets. Diversification into an increasingly wide range of sophisticated semi-finished and finished products is not only occurring, but finding their way into new geographic areas. Concurrent with this change in export product mix is a rapidly growing need for imports of advanced production equipment. This will be the second commercial exhibition in Taiwan sponsored by the U.S. Department of Commerce. Based on Market research conducted in Taiwan, the exhibition will feature equipment for the metalworking, food processing and packaging, construction, and plastic fabricating industries; test, measuring, and quality control instruments; and office equipment. In addition, other product lines identified as having good sales possibilities in Taiwan that will be exhibited include equipment for the chemical, textile, electrical and electronic industries; heating, ventilation and air conditioning equipment; and power hand tools. For further information contact Don Schmadel, 202-967-5286. **U.S. Commercial Exhibition, Equipment for Business and Industry. Taiwan. Nov. 30-Dec. 5.**

PRINTING AND BOOKBINDING, FOOD PROCESSING-PACKAGING EQUIPMENT. Denmark. Buyers from a seven-country area including Belgium, Denmark, Finland, Germany, The Netherlands, Norway and Sweden will be attending the first U.S. sales event staged by the U.S. Department of Commerce in Denmark. Market research reveals that a shortage of skilled labor coupled with increasing wages and production costs are stimulating a trend toward modernization in the printing and food industries. Printed material and processed

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foods are important export commodities of these countries. Therefore, producers are modernizing facilities not only to remain competitive in their home markets, but in the international marketplace as well. Continued demand for automated equipment in both fields is forecast for the next several years. This seven-country area imported over $18 million of printing and bindery equipment from the U.S. in 1969 and over $16 million in food processing and packaging equipment. The exhibition will be mounted in two sections, one for printing and bookbinding equipment and the other for food processing and packaging machinery. For further details call 202-967-4256. **U.S. Solo Exhibition, Printing and Bookbinding, Food Processing and Packaging Equipment. Copenhagen. Nov. 17-22.**

COMPUTER TERMINALS AND PERIPHERAL EQUIPMENT. Italy. As Italy's economy continues to expand, its businessmen are pushing plant modernization in an effort to rationalize industrial operations. As a result it is expected that demand for real-time terminals and other peripheral equipment in Italy will greatly expand over the next few years. By 1972 there should be some 25,000 terminals in use in Italy. The Biennial International Instrumentation and Automation Exhibition, BIAS, is Italy's most important show in the field of instrumentation and automation equipment. In 1968, when the last event was held, BIAS' 658 exhibitors attracted 54,250 visitors, including 9,765 from outside Italy. For detailed information concerning participation and the current market for computer terminals and peripheral equipment call 202-967-4508. **U.S. Commercial Exhibition, BIAS. Milan. Nov. 20-26.**

LASERS AND ELECTRO-OPTICAL EQUIPMENT. Italy. High interest in U.S. lasers and electro-optical equipment exists in Italy. U.S. laser equipment currently has wide uses in Italian research laboratories, and industries are utilizing laser technology as soon as it is practical. American products are considered the best by Italian researchers and laboratory technicians, however, advanced laser and electro-optical equipment needs additional exposure in the Italian market. Indications are that $100 million has been authorized by the Italian Government for research and development programs. Italian industries currently starting to purchase laser equipment for on line applications are in the fields of electronics, telecommunications, machining, medical research, and construction. This show will coincide with BIAS, the Italian Biennial International Instrumentation and Automation Show, which draws a large European buying audience, and the U.S. Exhibition of Computer Terminals and Peripheral Equipment, all to be held at the Milan Fairgrounds. For marketing information on selling laser and electro-optical equipment in Italy and facts on exhibiting in this promotion, contact Herb H. Lindstrom, U.S. Department of Commerce, BIC-944, Washington, D.C. 20230 (202-967-3944). **Milan Trade Center. Nov. 20-26.**

DYNAMIC TESTING EQUIPMENT. Germany. The need for dynamic testing equipment is expanding at a rapid rate. In 1967, total German imports of electric and electronic dynamic testing equipment amounted to over $14 million, and in 1968, they rose to almost $19 million, a 34% increase in a single year. For further market information and details on how to participate in this event, call William Gains, 202-967-4073. **Frankfurt Trade Center. Dec. 7-11.**

MEDICAL ENGINEERING EQUIPMENT. United Kingdom. Continued expansion of the market in the United Kingdom for imported medical engineering equipment has led to new opportunities for the latest U.S. developments in the field. The U.K. imported $62 million of medical equipment in 1968, and the market continues to grow. U.S. suppliers provided the majority of electromedical apparatus and electrical and electronic instruments other than microscopes, x-ray machines and instruments for medical, dental and ophthalmic use. Increasing labor costs and the need to conserve highly skilled labor tends to emphasize more and more the importance of labor saving equipment manufactured to high engineering standards which is simple to operate. A substantial hospital building program is being carried out by the government's National Health Service. For further information on this market and participation in this exhibition, call 202-967-4443. **London Trade Center. Dec. 7-11.**

TRANSDUCERS. France. For a piece of a $10 million market that is growing at the rate of 20% per year, and in which the customers think so highly of American-made transducers that 60% of the market buys U.S., there is little effective competition. The direction the transducer market in France is taking is toward considerable growth, forecast in the 6th French Development Plan. This is expected to release substantial funding in university research, hospital facilities, air and water pollution, noise pollution and oceanography. These are all prime targets for additional sales penetration by American transducers. To capitalize on this outstanding marketing opportunity, the U.S. Department of Commerce has scheduled an exhibition of Transducers at the U.S. Trade Center in Paris. For more information, call 202-967-2434. **Paris Trade Center. Dec. 7-11.**

AUTOMOTIVE AND BOAT REPAIR, TEST EQUIPMENT. Scandinavia. This exhibition will be preceded by an intensive three months' promotion campaign designed to attract every important sales prospect in the Scandinavian area who specifies, purchases, or uses automotive or boat test, repair, and maintenance equipment. Repair parts and accessories also may be shown at this exhibition because the channels of distribution and end-users of repair equipment, materials, and parts for these markets are the same. Products which may be exhibited include: tune-up kits, engine analysis equipment, dynamometers, wheel alignment testing apparatus, battery testers, automatic transmission testers, frame straighteners, head lamp aiming & test equipment, steam cleaning equipment, brake testing equipment, tire recapping equipment, boat engine test wheels, ignition test equipment, fiberglass repair equipment & materials, replacement parts and accessories.

Half of this repair equipment is imported into Sweden, and U.S. manufacturers are well regarded for having products of high quality and advanced technology. In Sweden alone, the annual bill for automotive maintenance and repair totals over $440 million. Gasoline station chains, especially, are upgrading and expanding their repair shops. They, alone, will spend about $5 million next year for equipment for this purpose. Independent garages and auto dealerships still have the lion's share of the total repair business, and they are constantly upgrading their facilities. In addition, the State inspection stations and some repair shops are already beginning to place sizeable orders for engine emission analyzers. Total amount of automotive repair and test equipment to be purchased in Sweden alone next year should exceed $15 million. Swedish repairyards for boats are said to be inadequate and in need of modernization. For more information on Scandinavian markets and participation in this event, telephone Stanley Hays, 202-967-5751. **U.S. Trade Center for Scandinavia, Stockholm. Dec. 7-12.**

MATERIALS FOR THE ELECTRONICS INDUSTRY. France. The size of the French electronics industry is approxi-

mately the same as that of West Germany and Great Britain. Provisional figures indicate that industry sales advanced to a record $1.8 billion in 1969. Electronic components was the most buoyant sector of the industry during 1969 with an increase in sales of about 25%. The French Government is continuing its support of the electronics industry through Plan Calcul and Plan Composant. In order to remain competitive in world markets, French manufacturers of electronic equipment and components look to the United States for technologically advanced materials. For complete details on this sales opportunity in France, telephone Donald G. Johnson, 202-967-3352. **Paris Trade Center. Jan. 18-22.**

TEST AND MEASURING EQUIPMENT, INSTRUMENTS FOR THE ELECTRONICS INDUSTRY. Japan. Japan's domestic consumption of these products reached a level of $94 million in 1968 and is expected to exceed $110 million in 1970. Imports accounted for 41% of total consumption or $38.8 million in 1968. All evidence indicates that the demand for U.S. manufactured test and measuring equipment and instruments will continue to grow, concomitant with the expansion of the electronics industry which experienced a 38% growth rate in 1969 with a 26% increase forecast for 1970. Domestic producers of test and measuring products, with a limited number of design engineers on their staffs, have concentrated on the production of products which have a mass market, enabling imports to satisfy the demand for the sophisticated products. For details call Henry Watts, 202-967-4512. **Tokyo Trade Center. Jan. 25-30.**

METAL PARTS PRODUCTION EQUIPMENT. Scandinavia. This promotion will be directed at the 10,000 companies in the four Nordic nations involved in production and finish of metal parts. Equipment in the following categories will be included in the Scandinavia show: metal cutting; metalforming; casting; forging; powder metallugry, non-traditional metalworking; welding; metal cleaning; metal treating; inspection and quality control; handling and transfer; cooling; lubricating; tooling and accessories; products to reduce pollution problems; and production scheduling and inventory control systems. The four Scandinavian countries invest over $160 million annually for metalworking equipment, and about two-thirds of this market is in Sweden, which has a highly advanced metalworking and engineering industry very competitive in world markets. In addition, considerable amounts are spent for testing and quality control equipment. To offset the highest labor costs in all Europe, Swedish companies must invest in the latest production equipment. Half of the metalworking equipment they use is imported, and Swedish tariffs are very low (generally about 5-6%) for this equipment. In Finland and Norway, there are no tariffs for many types of metalworking equipment which are not produced in those countries on an industrial scale. The Finnish metalworking industry, especially, is expanding rapidly and has optimistic investment plans. For more information on participation, telephone C. E. Walls, 202-967-4256. **U.S. Trade Center for Scandinavia, Stockholm. Jan. 25-30.**

CHEMICAL PROCESSING EQUIPMENT AND INDUSTRIAL PROCESS CONTROLS. France. The French chemical industry has an 8.5% growth rate; its output has nearly doubled in the last 6 years; capital investment is expected to be $750 million in 3 years, and $400 million in export sales opportunities for over five years is forecast. The French chemical industry has $4 billion to spend in the next five years for plant modernization and construction. As one of the strongest sectors in the French industrial complex, the chemical industry leads the list consistently in annual growth and is now searching for the latest developments in plant automation and chemical processing equipment. Here is an opportunity to meet with French technicians and buyers in Europe's biggest chemical trade fair in 1971. For more information call 202-967-2434. **U.S. Commercial Exhibition. SALON INTERNATIONAL DE LA CHIMIE. Paris. April 19-25.**

AEROSPACE EQUIPMENT. France. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jet and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for all types of aircraft, components and related support equipment. The United States is a leader in finding solutions to aerospace problems. Much of the free world's current demand for aerospace equipment and components is supplied by the U.S. or by foreign manufacturers under U.S. license. For the European aerospace industry, the need for efficient and economical equipment and components is urgent. U.S. manufacturers in this field have excellent prospects for sales. The Paris Air Show, May 27-June 6, 1971, offers a unique opportunity to show the latest U.S. developments and promote the sale of U.S. equipment throughout the world. For information call Charles M. Whitley, 202-967-4961. **U.S. Commercial Exhibition, Paris Air Show. May 27-June 6, 1971.**

ENVIRONMENTAL POLLUTION CONTROL EQUIPMENT. Switzerland. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Although laws have been on the books for many years to require control of these pollution activities, it has been only recently that public consciousness is forcing governments to think seriously about enforcement. Switzerland plans to spend $2 billion within the current decade to clean up their water supplies. France is avidly pursuing control plans that will subsidize municipal water plants up to 70% of investment costs and industrial plants up to 50%. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Italy is a serious offender in environmental pollution, and major plans are afoot to catch up quickly with her neighbors to the north. PROAQUA PROVITA is Europe's best known trade fair in the field of environmental pollution control. Three hundred manufacturers in water pollution, air pollution, and waste disposal equipment exhibit regularly, and more than 40,000 key decision makers in European government and industry attend. For additional information, call 202-967-3822. **U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12, 1971.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives in the area of the Trade Centers and exhibitions may wish to ask these local businessmen to visit them.

The shows are: Metal Processing Equipment and Supplies, U.S. Trade Center, Tokyo, July 13-18; Production Equipment and Materials for Hybrid Circuits, U.S. Trade Center, Milan, Sept. 5-11; Air Cargo Equipment and Forum, Frankfurt Airport (Off-site for U.S. Trade Center, Frankfurt), Sept. 15-18; Production Equipment for the Electronics Industry, U.S. Solo Exhibition, Queen Elizabeth Building, Canadian National Exhibition Grounds, Toronto, Sept. 28-Oct. 1, and U.S. Commercial Exhibition, ELECTRONICA '70, Munich, Nov. 5-11.

MESUCORA brings full order books for 39 participating U.S. firms

Fourth international fair in Paris saw brisk sales of measuring, testing, control and automation items, computer control systems

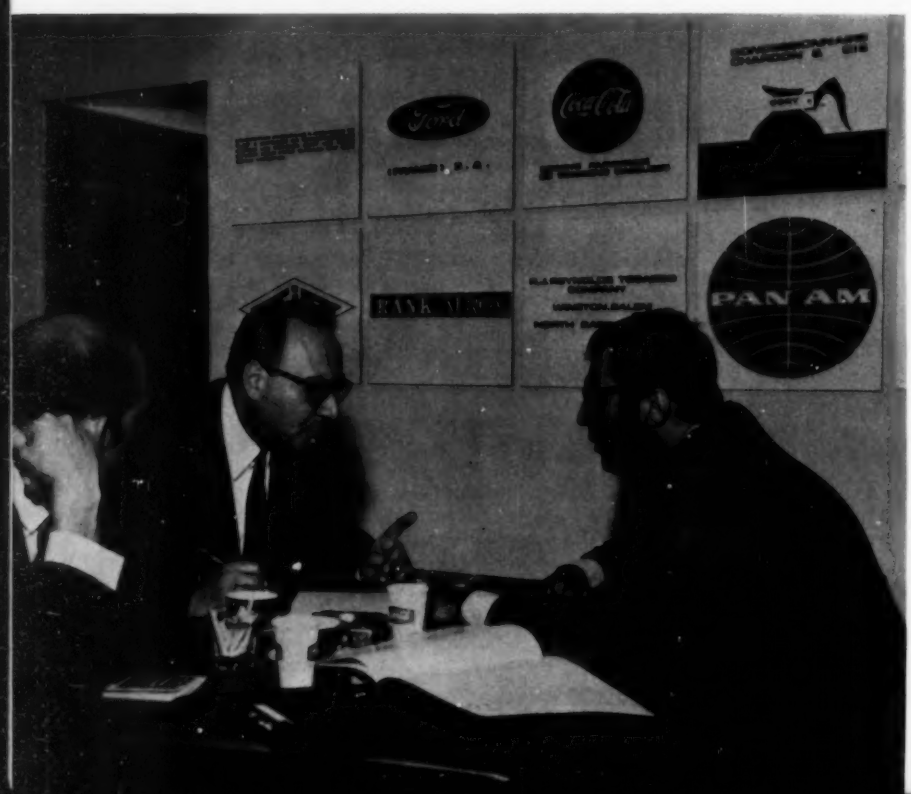
Join 39 American companies, a Commerce-sponsored exhibition, and the prestigious French international trade fair MESUCORA, and the results are order books brimming with new sales contracts.

The Fourth International MESUCORA, a display of measuring, testing, control and automation equipment, included U.S. manufacturers and suppliers of industrial computer control systems and flow, thermal and testing instrumentation writing $285,519 in floor contracts and projecting 12-month orders of over $6.5 million.

The U.S. display registered 2,149 trade representatives, a 30% increase in attendance over the Commerce display in the Third International MESUCORA in 1967. In 1967, 47 U.S. concerns mounted displays, and made more than $2.9 million in sales the first year and signed 42 agents during the show.

MESUCORA was part of the Fifth Technical Fortnight featuring five international trade fairs and four major colloquiums, all held simultaneously in Paris. A total of 1,200 exhibitors were participating in MESUCORA.

INFORMATION FOR FRENCH VISITORS was the business of the booth, above greeting trade representatives entering the U.S. display area. Below, General Automation officials talk business under the trademarks of other American firms.



For the 12 concerns interested in candidates for European agents and distributors, five contracts were signed at the show and negotiations with 28 were under way. According to David McIntosh, president of International Solid State Controls, (ISSC), Inc., York, Pa., "The only reason we didn't sign during the show was because we have so many offers that we will have to return to the States to review them." ISSC exhibited in France for the first time through MESUCORA.

Each of the nine firms new to the French market either signed an agreement for representation or was in the process of negotiating with candidates.

With first year projections of $1 million, the Ferroxcube Corp. of Sugarties, N.Y. was one of the show's leading sales makers. The firm used the exhibition to introduce its electronic memory cores to French buyers.

"A salesman is no good for our company without a technician, and the technician is no good without equipment, and the U.S. exhibition brought this combination together with most of our French customers," declared a European official of Gerber Scientific Instrument Co., Hartford, Conn. He continued that his firm's participation in MESUCORA accomplished six months of sales efforts in eight days. Following the eight-day show, Gerber projected between $800,000 and $2 million in first year sales.

Flow-measurement instruments priced from $50-$75 each were shown by Ellison Instrument Division, New Buffalo, Mich. First year projections are over $160,000 with the possibility of reaching $400,000-$500,000 within five years.

Substantial orders from MESUCORA contacts were also reported by GRI Computer Corp., Newton, Mass., a two-year-old firm entering exporting for the first time. The firm completed negotiations with a manufacturer of electronic components for immediate distribution and eventual production under license of its equipment.

For the past five years, General Automation Inc., Orange, Calif., has been selling industrial computer equipment in the French market. To identify their newly

opened office in Paris, the firm took part in the U.S. display. The majority of the company's projected $450,000 in 12-month sales reportedly resulted from previously unknown customers.

The European representative of Systems Engineering Laboratories, Ft. Lauderdale, Fla., indicates that participation in the U.S. promotion in MESUCORA will account for the majority of the $500,000 in equipment he projects selling in the coming year.

Other show results indicated that a manufacturer of high pressure transducers did not have a product suitable for the French market. The company plans to reengineer the transducers and try to market them again.

Other American participants in MESUCORA were: AIL, a Division of Cutler-Hammer, Deer Park, N.Y.; A M P Inc., Harrisburg, Pa.; API Instruments Co., Chesterland, Ohio; Branson Instruments Co., Stamford, Conn.; California Computer Products Inc., Anaheim, Calif.; Chemiquip Co., New York; Compat Corp., Westbury, N.Y.; Computer Automation, Inc., Newport Beach, Calif.; Dytronics Co., Columbus, represented by Joseph Plasencia, Inc., New York; Division of Fairchild Camera & Instrument Corp., Sunnyvale, Calif.

Gam Rad, Inc., Detroit; Hughes International Sales Co., Los Angeles; Icon Corp., Cambridge, Mass.; IKL Inc., Newport Beach; Industrial Measurements and Controls, Division of International Rectifier Corp., Pomona, Calif.; Macrosonics International Inc., Watertown, Mass.; Martin Engineering Co., Neponset, Ill.; Mohawk Data Sciences Corp., Herkimer, N.Y.; Nuclear Data, Inc., Palatine, Ill.; Nuclear Systems Inc., Garland, Tex.; Orion Research Inc., Cambridge.

Packard Instrument Co., Inc., Downers Grove, Ill.; Princeton Applied Research Corp., Princeton, N.J.; Raytheon Co., Santa Ana, Calif.; Rocke International Corp., New York; Schaevita Engineering, Pennsauken, N.J.; Soiltest, Inc., Evanston, Ill.; Spellman High Voltage Electronics Corp., Bronx, N.Y.; Statham Instrument, Inc., Oxnard, Calif.; Straindyne Engineering Co., Los Angeles; Thomas Industries, Inc., Louisville; Wang Laboratories, Inc., Tewksbury, Mass.; Waukee Engineering Co., Milwaukee.

COMPUTERS WERE PROMINENT at MESUCORA in Paris. Above, one of the 39 U.S. manufacturers and suppliers joining Commerce in the measuring, testing, control and automation international fair gets customer attention. Bending over a Gerber automatic drafting system, below, is one of 2,149 visitors.

INQUIRING ABOUT A PHASE MEASURER are Alexander J. Davit, (l.), Consul for Commercial Affairs and Robert O. Blake, Deputy Chief of Mission, both with the American Embassy in Paris. On the right, the president of Ellison Instruments, an exhibition translator and a fair visitor transact business.

"I CAME TO DO BUSINESS, and I wasn't disappointed" said George E. Boniface, (l.) president of Cowal International, talking with officials from the U.S. space program and the Embassy in London.

SLOAN TECHNOLOGY'S Director of European Operations, John R. Simpson (l.), describes his firm's thin film vacuum chamber to a prospect, while, below, Carroll Goldsmith of Constantex, Inc., demonstrates an automatic deposition control system made by one of the four companies his firm represented.

London Center hosts technical exhibition, expects $1.5 million

The U.S. Trade Center in London featured a display of vacuum and cryogenic equipment, June 8-12. The 18 U.S. exhibitors anticipate $1.5 million in 12-month sales and wrote $147,000 in book orders.

"I came into the market to do business and I wasn't disappointed," remarked George I. Boniface, president of Cowal International, now Eximport Marketing Inc., Washington, D.C. He added, "I achieved my marketing objectives and met a large number of excellent prospects for some agency agreements, with the result that I am about to sign one for the U.K. And who could be unhappy at being able to project a total of $142,000 in sales."

Boniface, representing two scientific companies, arrived in the U.K. a week before the exhibition to make his own personal calls on prospective show visitors. After the London promotion, he headed for meetings Milan and Paris.

Attendance reached 716, who viewed the booths of the 18 participating companies representing 23 U.S. concerns.

Airco Temescal of Berkeley, Calif. booked show orders of $50,000 and is estimating additional sales of $175,000 while Cryogenic Technology, Inc., Waltham, Mass., predicting $100,000 in post show orders, became agency-seekers after discovering ". . . too many prospects around to miss such an opportunity."

The exhibition's sales leader was Sloan Technology Corp., Santa Barbara, Calif., with $225,000 in future orders anticipated and $45,000 in book orders. Sloan was followed by the Ultek Division of Perkin-Elmer, Beaconsfield, U.K., with $25,000 in sales during the show and $175,000 estimated over the next year.

Other participants were: Air Products & Chemicals, Inc., New York; Anaconda Metal Hose Division, Anaconda American Brass Co., Waterbury Conn.; Bendix Scientific Instruments & Equipment Division, Rochester, N.Y.; Enraf-Nonius, Ltd., Edgware, Middlesex, England; Granville-Phillips Co., Boulder, Colo.; Hoke International Ltd., Cresskill, N.J.; Minnesota Valley Engineering Inc., New Prague, Minn.; Norton Vacuum Equipment Division, Newton, Mass.; Union Carbide Corp., New York; U.S. Philips Corp., R.I.; The VirTis Co., Inc., Gardiner, N.Y.; Walworth, Linden, N.J.; Constantex, Inc., of Los Angeles.

Singapore is flying high

Unlike most booms, Singapore's surge has not been accompanied by rapid inflation

By CHARLES T. PRINDEVILLE
Commercial Officer,
U.S. Embassy, Singapore

"Up, up and away" reads the postage-meter ad for a new U.S. helicopter sales and service firm in Singapore, a phrase that might describe the island republic's current economic lift-off. What Singapore's finance minister modestly describes as a "mini-boom" reflects a spectacular rate of industrialization and development that currently shows no sign of deceleration.

With a land area of 224.5 square miles and 2.2 million inhabitants, Singapore achieved a gross domestic product of $1,611 million in 1969. Capital investment stood at $306.3 million or 19% of GNP. At the year's end, official overseas holdings totalled $815 million. Per capita GDP is now second only to that of Japan in the Asian area. Singapore's per capita GDP in 1969 was $797.

More purchasing power

Remarkably, Singapore's economic boom has not induced inflation. The consumer price index has risen just over 1% on a yearly average, thanks to cautious labor and tariff policies, and tax rates have been only moderately increased, so that Singapore's industries and population enjoy steadily increasing buying power. (A plan to put 45% of the republic's population in low-cost public housing by 1975, an increase from the present 33%, should free more individual income for consumer spending.)

Total 1969 imports (slightly more than $2 billion excluding the undisclosed Indonesian trade) heavily outweighed exports of about $1.6 billion excluding Indonesia, but "retained" imports were believed to be considerably more in balance with the nation's overseas purchases. The United States in 1969 replaced China as fourth-ranking supplier of Singapore's imported goods, following Malaysia, Indonesia, and Japan. The $163.1 million worth of U.S. goods represented a 41% increase over 1968 ($115.9); aircraft sales to Malaysia-Singapore Airways were a significant factor in both years. Other major U.S.-origin imports were cereal grains, tobacco, petroleum products, pharmaceuticals, fertilizer, machinery, paper goods, transport equipment and scientific instruments.

Substantial imports of fertilizer by a virtually wholly-urban country hint of the entrepot trade's continued importance (about 30% of total economic activity) for Singapore. Fortunately, the general bouyancy of world trade, Indonesia's economic rebirth, and Malaysia's weathering of last year's racial strife promise continued growth in this trade, if only because Singapore is moving fast to complement her traditional expertise, modern facilities and free-port mentality with the added advantages of a new container port, satellite communications, and computerized warehousing. Two new free trade zones opened late last year, and thought has been given to supplement the existing Keppel Harbor and Jurong ports with a new commercial port on the Straits of Johore.

Two U.S. construction equipment firms' regional warehouses are dramatic evidence of Singapore's future role as "Southeast Asia's supermarket," and the competitive advantages stemming from reduced delivery time and interest savings to area customers will probably induce other U.S. firms to follow suit. The regional warehouse tactic has special attraction for diesel-powered equipment, aircraft and petroleum exploration/development equipment and accessories manufacturers. Somewhat akin is the regional blending and/or packaging plant for suppliers of edible oils, paints, lubricants, chemical additives and other products more conveniently shipped from the United States in bulk to an overseas storage and sales center. Singapore customs authorities have facilitated the smooth operation of both types of regional base.

Local offices can be effective

For products less suited to the regional warehouse technique, many U.S. firms are finding a Singapore-based regional sales office effective in locating new customers and better servicing traditional buyers of their products. The island republic's excellent transport and communications facilities, social and economic stability, and rational immigration and customs policies, as well as its high living standards and general attractiveness, encourage the establishment of U.S. firms' area sales and service offices. Some Singapore-based regional representatives find it possible to cover a sales area stretching from East Africa to Korea, sometimes in joint venture (in Singapore/Malaysia at least) with large British and European trading firms.

Although specialized petroleum-equipment firms have stationed salesmen in Singapore, U.S. electronics and scientific instruments manufacturers have found the engineering-products departments of local trading firms and smaller, specialized equipment houses technically competent to handle their products, thanks to a high level of English literacy and increasing emphasis on technical education, although the prevalence of British standards in Singapore causes some problems for U.S. makers of technical goods. Food products, chemicals and paper firms likewise depend heavily upon international and local trading firms. In arranging agencies and distributorships, Singapore and Malaysia generally are regarded as a single market, with East Malaysia and Brunei included.

Industries need equipment

Although possessing several large textile mills, Singapore's late arrival on the textile scene and the growing world trend to import quotas probably will hamper future expansion. U.S. firms making advanced textile machinery, however, should be alert to Singapore moves to replace its original equipment, much of which was used machinery imported from Japan and Hong Kong in connection with joint ventures with firms in those countries.

Another traditional industry scheduled for expansion and up-grading is Singapore's wood-working industry.

Sawmills are being relocated at the Kranji Industrial Estate, and new veneer and plywood factories, some with U.S. interest, are setting up at Kranji and Jurong. Hardboard, wood-pulping and paper plants are slated for early construction. Logs will come from Malaysia, and Indonesia; awards of vast new concessions in the latter country have stimulated interest in roadbuilding and specialized logging equipment, much of which will be sold from Singapore. Likewise, East Malaysia

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will continue to be an important market for both types of equipment.

As the world's fourth-largest port (69 million net tons handled in 1969), bunkering plays a large part in Singapore's role as a major petroleum refining center. With two British and one U.S. refinery already existent, two additional U.S. refineries will bring total capacity to nearly a half-million barrels daily in 1973. A new liquid natural gas plant in Brunei with 4 million-gallon annual capacity will also take equipment from Singapore suppliers, with a Singapore-based U.S. company the prime contractor.

Although conventional marine construction in Singapore so far has been limited to smaller vessels, plans to build Freedom Class freighters are progressing, and virtually all Singapore yards are scheduled for reequipping and expansion, with specialized welding gear in heavy demand. The advent of four major U.S. fabricators of specialized off-shore vessels and marine structures promises extensive prospects for sales of generator and electrical equipment, navigational and communications units, deck equipment, and drilling gear.

Procurement of seismic gear, photographic equipment and explosives will mount as intensive exploration of newly awarded off-shore and on-shore concessions gets under way in Malaysian and Indonesian waters. Discovery of commercially-useful deposits would create an important demand for extractive, materials-handling and storage equipment. Already some 4,000 petroleum-related foreigners have moved into Singapore, with resultant demands for catering services (including U.S. foods), safety equipment, work clothing, chartered surface and air transport, prefabricated housing, and the other accouterments of petroleum exploration.

Customers, not competitors

Concurrent with the oil-industry buildup has been the remarkable growth of Singapore's electronics industry. U.S. suppliers can view the 40-some plants, existing or planned, as potential customers for testing equipment, tools, optical goods and specialized chemicals. Plans for at least two major U.S.-owned consumer electronics factories promise future prospects for similar sales.

Besides the new refineries and electronics plants, manufacturers of airconditioning equipment should take note of Singapore's extraordinary hotel construction now under way. Thirty-two new hotels will increase total rooms from the present 2,800 to over 13,000 by 1973. Office-buildings and apartment-house construction likewise is booming; in fact, investment in construction has increased an average 17.9% annually over the past decade. More efficient construction equipment will be sought as the construction sector's labor shortage worsens, and builders may look abroad for prefabricated bathroom and kitchen units, as well as other assists to meeting deadlines. Hotel operators need kitchen and bar equipment, furnishings, laundry units, and swimming pool equipment. Other recreational equipment will be needed for hotels and sports centers, as well as for retailing, along with sports wear, to tourists and Singapore's sports-minded "rugged society."

To help fill the new hotels, Singapore's airport passenger facilities will be expanded. Presently served by 25 scheduled airlines, air passenger traffic rose to 1,336,000 last year. Two lines have indicated they will bring in jumbo jets by 1972 or earlier; extension of the landing strip was completed last year, but terminal facilities will have to be improved and specialized passenger- and cargo-moving equipment acquired.

Popular meeting spot

Coincidental with the hotel and air transport developments is Singapore's emergence as a regional convention city. Firms producing dental equipment and diagnostic and analytical gear, for example, should be alert for opportunities to show their equipment concurrent with regional professional meetings.

Also in the aviation field, a major U.S. aircraft company is beginning the first stage of a maintenance and repair facility that may develop into a full-fledged aerospace industry; another U.S. aerospace manufacturer has similar plans. The new facilities (like the helicopter repair center already mentioned) will handle aircraft from throughout Asia, with attendant requirements for equipment and parts.

Processing and packaging equipment continue to hold interest for Singapore's expanding food industry, recently extended into fish products, TV dinners and frozen foods. Concurrent is a growing demand for food additives of U.S. standard. Surprisingly, Singapore is a net exporter of pork and poultry, its tiny agricultural sector consuming respectable amounts of swine and poultry vaccines, feed additives, and veterinary equipment.

Mounting interest in industrial safety and pollution control suggests sales prospects for suppliers of related equipment. Besides the special needs of the electronics industry, suppression of air pollution by refineries and other plants will be required by new legislation. Other laws will create a demand for automotive pollution testing and suppression equipment. (By the same taken, a new law against smoking in public places, to be proceeded by a massive educational campaign of several months' duration, and a ban on radio and television advertising of tobacco products, bodes ill for U.S. tobacco sales.)

U.S. Government-backed trade promotions in recent months included a USDA food show, a mobile electronics exhibit, and consulting engineers' and electronic data-processing missions. The remarkable response to the EDP seminar in particular revealed the effectiveness of problem/solution interchange with Asian executives as a dramatic tool for marketing U.S. technical equipment and expertise.

Australia is promoting more

Apart from the food show, however, official and private promotion of U.S. consumer goods has been slight, with Australian and German suppliers challenging the traditional U.S. leadership in such lines as high-styled swimwear, sportswear, dress shirts and ladies' undergarments. Australia in particular has mounted attention-getting shows and effective, consistent advertising, with clever timing (e.g., a fruit promotion coinciding with a government dental health campaign, a golf equipment display immediately following the World Cup golf meet at Singapore, etc.).

While Australian promotion has stressed lighter industrial items, Britain is moving to protect this traditional market for her machinery and electrical lines with trade missions and traveling exhibits featuring wide ranges of British industrial equipment. West Germany and the Socialist bloc are promoting similar items, with China and Japan, as always, unbeatable on prices and terms.

In fact, some traditional attitudes continue to hamper sales of U.S. capital equipment in Southeast Asia as the new industrialists cherish their shopkeeper attitudes toward price and terms, often ignoring vital considerations of parts replacement, down-time and other long-term costs. Rising freight rates, the slow emergence of rapid sea transport to Singapore from U.S. ports, and of course the U.S. inflationary situation raise further obstacles to American sales efforts here. Also ominous for some American suppliers is the likelihood of Singapore's early conversion to the metric system.

While the influx of a growing range of U.S. industries into Singapore offers considerable opportunities for American exporters, a new flexibility in sales techniques and terms will be needed in the Singapore market if we are to do more than sell to ourselves.

Irish affluent but uneasy

Inflation, labor unrest and a decline in tourism are among problems plaguing the country

Irishmen have never had it so good, but it's been a long time since they've felt so uneasy. On the surface, of course, there is the recent Cabinet crisis and recurring trouble in the north. These get the headlines. But beneath the surface there are other, less visible currents, and people don't know what to make of them:

- Wages are up, but so are prices.
- Business is booming, but profits are pinched.
- Exports are high, but imports are higher.
- Social services have increased, but so have taxes.
- The banks have closed due to a labor dispute, but people continue to write checks.

There is an asymmetry in Irish affairs that people find disquieting. That's the picture this summer in Dublin. The semi-annual Economic Trends Report from the U.S. Embassy there looks at it in greater detail.

Factors favor U.S. goods

Rapidly rising unit labor costs in Ireland are going to enhance demand for additional and more technologically advanced capital equipment. As the price of labor rises, Irish industry will be forced to become more capital intensive —a process that can only accelerate over the coming years, especially if Ireland goes into the Common Market. Machinery, aircraft, power tools, office equipment, electrical goods—these are the items that already occupy a dominant position in the pattern of U.S. exports to Ireland. And the demand for these products—already high—may be expected to improve steadily over the next few years.

In the market for consumer goods, Irish consumption, especially of luxury consumer items, is going to increase substantially because money incomes will be climbing from a lower base than in most other West European countries. A recent study concludes that the growth in Irish import demand can generally be expected to be about twice the growth in Irish GNP. Looking ahead, this means that, if real GNP grows by 60% over the next decade, the volume of imports may be expected to grow roughly 120%. In value terms, of course, the growth will be even much greater. For many consumer items, this rising demand cannot be met by domestic production; it can only be imported. And even for those goods that are produced in Ireland, the import content tends to be very high.

It all adds up to promising prospects for American exporters, who increased their sales to Ireland in 1969 just under 45%. It also adds up to the kind of business climate in which American business investments may be expected to prosper. For American businessmen considering the Irish market or an Irish investment, the question right now will be one of timing.

With regard to investing in Ireland, the problem of rising unit labor costs reflects an overall shortage of capital goods in the economy, and therefore pressure on existing capacity. However, although having risen substantially over the past three years, wages still tend to be relatively modest—98 cents per hour for male industrial workers as of September, 1969. This means that unit labor costs in individual firms vary widely from the norm, depending upon the capital intensiveness of each operation. Businessmen bringing technologically intensive industries to Ireland will find that they can still achieve low unit costs of production relative to many other off-shore locations.

An even more important consideration for industries coming to Ireland, however, are the extensive grants, loans, subsidies and tax benefits given by the Irish Government to firms contributing needed technology and/or export capacity to the economy. During 1969, over 31 new industries came to Ireland from abroad, aided in one way or another by the Irish Government.

Over one-fourth of these new firms produce clothing or textiles, including floor coverings. A number specialize in the manufacture of intermediate manufactured or processed goods, such as refractory materials, plastic compounds, gears, steel ducts and covers, buckles and buttons, radiators and glue. A small number are engaged in the production of capital goods such as pumps, tools, electronic controls, motors and printing presses. An even smaller number—not counting clothing manufacturers—are engaged in the production of consumer goods, specifically vinyl tiles, tires and shoes. All manufacture for export and some for the Irish market as well.

Among these diverse enterprises, American firms were second only to the British in taking advantage of benefits extended by the Irish Government. Of the 31 firms that came to Ireland last year, 12 were British, 7 were American, 5 were German, 2 were Dutch, and there was one each from Italy, France, Austria, Switzerland and South Africa. Some were the beneficiaries of substantial, outright cash grants. The total value of grants-in-aid of all kinds to promote industrialization in 1969 came to over $36 million.

This year, conscious of the need to industrialize in order to compete within the Common Market, the Irish Government has increased its program budget for such grants to over $44 million. That's a lot of money, and a respectable portion will be going to foreign firms bringing the right kind of skills and know-how to the Republic. It's a bonanza that probably will not be available to American entrepreneurs if Ireland negotiates entry into the Common Market.

As final figures come in, 1969 appears

DEMAND FOR HIGHER WAGES is beginning to cause some economic disruption in Ireland, but labor costs are still relatively modest. Here, a workman puts finishing touches on Waterford Glass.

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to have been a year of change in the Irish economy. The expansion which began in 1967 continued through 1969 but with a shift in the components of aggregate demand. The impetus for the 1967 expansion came from a swift rise in merchandise exports—up nearly 17%—and an increase in public capital expenditure—up over 13%. This growth in exports continued through 1968, during which year the public capital program rose by roughly 27%, as did private investment. With a margin of unused capacity to be brought into production, it now appears that real growth in 1968 was one of the highest in the nation's history—up 7.4%.

An atmosphere of buoyancy was thus created which fed back into demands for higher wages. Non-agricultural incomes rose 9% in 1967, 11% in 1968, 13% in 1969, and are projected to rise perhaps 15% in 1970. With more money in their pockets, people began to spend more, and with tax revenues up the Government also began to spend more. In 1969 private and public consumption rose 11% and 13%, respectively. Under this kind of pressure, demand began to press against capacity, causing domestic unit labor costs to rise. Real productivity began to drop while money incomes climbed. The rate of growth in exports began to decline while imports shot up 19%. The components of demand began to shift. "Cost push" replaced "demand pull" as a primary cause of rising prices. From being chiefly "export led," the boom began to feed on itself.

Capital inflow sustained boom

In these circumstances reserves usually fall, eventually forcing corrective adjustments. Last year, however, Ireland's deficit was financed through a net capital inflow of some $170.4 million, thus causing reserves to rise rather than fall. Much of this was development capital, but, between April 1969 and February 1970, at least $33.6 million flowed into banks concerned with financing installment credit The effect of these capital infusions was to sustain the boom and delay downward adjustments that otherwise would probably have been made.

An important thing to keep in mind about the Irish economy is that it is open, exposed and vulnerable. Roughly 37% of GNP is earned from exports while 39% of GNP is spent on imports. Imbalances that began in 1968 quickly showed up in the current account, which moved from a surplus of $36.48 million in 1967 to a deficit of $48 million in 1968 and $156 million in 1969. By far the biggest factor in this massive deterioration of the current account took place in the merchandise trade balance, which widened from a gap of $391.2 million in 1968 to $525.6 million in 1969. This was the result of excess demand spilling over into imports while the rate of growth in exports was dropping substantially behind that of other OECD countries in Europe.

Room for improvement

After Great Britain, the United States is Ireland's most important supplier. Although U.S. exports to Ireland climbed last year by more than 44.4% they still comprised slightly less than 9% of Ireland's total intake. This suggests that American goods have considerable potential for expansion, not only because the market itself will grow by perhaps as much as 15% this year, but because there is room for an increasing share of this growing market.

In the absence of a correction, the Government began cautiously to tackle the inflation. The trick was to avoid the kind of body-blow to the economy that licked the problem in 1966 but at the cost of nearly one year's growth. The aim was to bring the rate of inflation down to acceptable levels, while, at the same time, maintaining economic growth. The means was gradually to apply a mixture of monetary, fiscal and incomes policies. Let's look at each of the ingredients of this medicine.

For the twelve-month period ending April 1971, the Central Bank directed that gross credit creation by the Associated Banks not exceed $180 million—down 10% from the $196.8 million which the Associated Banks loaned during the same period last year. The Central Bank also directed that the Non-Associated Banks, primarily the North American Banks, restrict the net inflow of external capital to $48 million—down 57% from the $110.4 million net external capital inflow through these banks in 1969. Finally, the Central Bank asked that the Associated Banks not provide any net additional funds for consumer spending, and that the entire capital inflow through the Non-Associated banks be channeled into industrial development. Complementing these moves, the minimum down-payment on major consumer items was raised and the payment-period was shortened.

On the surface, the figures look good —a 50% slash in the growth rate of the capital program from a 23% increase in 1969/70 to a 12% increase for the coming year. The problem here is that much of the 23% increase in the capital program last year went to finance jumbo jets for the national airline. This money was almost entirely raised and spent abroad, thus having little direct impact on domestic activity or demand. Excluding purchases by the national airlines, the public capital program grew only 15% last year, which makes the cut-back this year to a 12% increase appear much more cautious. On balance, therefore, the government budget this year was less inflationary than last year, but not much.

The first step in this direction was taken in April with the publication by the National Industrial Economic Council (NIEC) of a study covering, and proposals for, a policy on prices and incomes. Statutory controls and sanctions were to be avoided. Income guidelines were to be drawn up by the NIEC and translated into negotiating terms by a new national employer-employee body, which was subsequently established. So far, the NIEC's proposals have been tentatively accepted by organized labor, probably because of their voluntary nature. Whether they will finally be accepted, however, will be decided at the forthcoming conference of the Irish Congress of Trade Unions in July.

Prospects for 1970 not too good

Having concocted its medicine for inflation, the Government is now faced with the question of whether its policy mix was right and whether the dosage that it administered was heavy enough.

After tapering off in the fall, the wholesale price index began to climb once again at the rate of about 1% per month during January and February—the most recent months for which data were available.

Regardless of whether Irish labor "buys" the NIEC proposal for an incomes policy, the disparate growth of incomes and productivity has already damaged the economy. The rise last year in industrial wages was the highest of any country in the OECD, except Japan. This year, as a result of negotiations already or about to be concluded, wages will rise even higher.

Unit labor costs are consequently rising, adding to the pressure for further price increases.

The rate of increase in productivity per person working is dropping due to pressure on resources. During the last three quarters of 1969, the percentage rise over 1968 of output per person engaged in manufacturing fell steadily. The final quarter showed a disimprovement.

Imports continue to rise—13% higher than last year for the first quarter 1970.

Although exports are expected to rise as a result of a high cattle population that will find its way to market this year, present trends suggest that the trade balance may further deteriorate.

There are other problems, too, that are bedeviling the country.

Tourism—the nation's biggest single export—appears to be down. British tourists are taking advantage of the relaxation on sterling for travel purposes outside the sterling area. American tourists appear more reluctant to come to Ireland this year. The trouble in the North and recent headlines on gun-running in the Republic are not conducive to tourism.

Labor unrest has begun to cause economic disruption. The cement industry has been closed nearly five months, affecting construction and secondary employment throughout the country. The banks—excluding the foreign banks—have been closed since the first of May. Liquidity shortages are developing. Business is becoming increasingly difficult to conduct.

Deficit may result

As a result of these developments, analysts are now predicting a balance of payments deficit for this year ranging from $144 to $216 millions, with betting on the high side. The question will then be how to finance this deficit. At this point, a net capital inflow of some $120 million is projected by the banking authorities. This would imply a net fall in reserves ranging up to $84 million. It would represent a departure from external equilibrium that probably could not be ignored. Should this happen, balance of payments considerations would then begin to exercise a constraint on economic growth.

In considering that the present rate of inflation cannot be sustained, it is vital that long-run prospects for Ireland be distinguished from short-run developments, which is primarily what we have been reviewing. In the long-run Irish prospects are good. To the extent that the pace of the current boom subsequently moderates, either as a consequence of forced adjustments resulting from external disequilibrium, or as a consequence of Government initiative, the basis will be laid for a more solid expansion of the economy.

In a report on the outlook for economic growth recently placed before the OECD, it was projected that Irish real GNP would rise by 60% over the decade of the 70's. Additional studies suggest that the impact of this growth on imports will be to increase demand by more than 120% in volume terms. The value increase will be much higher.

Malawi is making record public expenditures this year to offset disappointing agricultural showing

Crops will be poor in 1970 as a result of inadequate rains; U.S. exports fell by almost 30% in 1969, but rebound is likely

Weather has been the key factor in Malawi's economic performance the last two years. In 1969, good rains produced bumper crops which brought increased economic activity to the rural economy. This year, poor rains have damaged staple and cash crops. The Government is increasing public expenditures in an effort to offset the depressing effect on the economy of poor crops.

The annual Economic Trends Report from the U.S. Embassy in Blantyre states that Malawi's economy will probably grow 5-6% this year, a figure which does not take into account inflation, estimated at 7-10% per year, or population growth, roughly 3% annually. The prospects for the coming year contrast with a respectable 9.4% growth in gross domestic product during 1969.

U.S. businessmen exporting to Malawi did not do well in 1969, as American exports fell by almost 30%. Most of the loss was in pharmaceuticals and aircraft parts for which Malawi is now turning to South Africa and the United Kingdom, respectively. Nonetheless, opportunities for increased U.S. exports do exist, despite a preferential tariff which favors the United Kingdom and Commonwealth countries. As more Malawians are drawn into the money economy, local demand for imported consumer goods promises to rise.

President Banda has now secured financing (totaling $14.4 million) for a 400-mile long Lakeshore road. (The U.S. Agency for International Development is lending approximately $7 million for a 126-mile section of the road.) Work should be completed on the IDA-financed Zomba-Lilongwe road this year, while a new road and new railroad to Tete in Portuguese Mozambique will be surveyed.

Imports will be necessary

On the AID Lakeshore road, opportunities exist for the export of American road construction equipment. The untied IDA-ADB loan for the Tedzani hydroelectric scheme should provide a chance for U.S.-built hydroelectric equipment and electric power transmission equipment. Other possible areas include agricultural machinery, electrical and mechanical instruments, and insecticides.

Malawi's GDP has averaged 5.6% annual growth (at constant prices) since 1964. In addition to this record, the country has a stable political government which actively works to attract foreign private investment.

Although there is still no substantial direct U.S. investment in Malawi, the country has a record of economic growth and political stability which make it attractive for American businesses.

The Government intends to spend up to $2.5 million in tourism development over the next three years. Another area which needs know-how and financing is low-income housing. The Malawi Housing Corporation estimates that the country presently needs 10,000 low-middle income housing units and will require another 43,000 units during the next five years.

Malawi's agriculturally-oriented economy offers U.S. firms opportunities to develop local agro-allied industries, such as

Right goods will sell

U.S. manufacturers must expect to meet stiff price competition, especially from Japanese goods. Given the country's chronic trade deficit it is probable that the Government will restrain importation of high priced consumer goods, either by tariffs or by encouraging domestic import-substitute industries.

Hence, the more profitable export areas for U.S. firms to explore will be those geared to the country's large-scale developmental expenditures. These are usually in the capital goods and machinery area.

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food processing and dehydration, insecticides, beef and poultry farming, and forestry. The Government is currently looking for investors in the import-substitute fields of building materials, fabrication of metal and glass containers and industrial packaging. Finally, opportunities exist for small-scale extraction of precious and semi-precious materials and for a large-scale development of the country's bauxite deposit.

This year, although the rains began well, they stopped early, causing considerable damage to many staple and cash crops. As a result, Malawi will be required to import large quantities of corn to sell to corn-poor areas. These purchases will require a substantial proportion of the country's exchange reserves, while subsequent corn sales will draw off cash which otherwise would have been spent in rural trading centers. Already wholesalers are reporting that the normal seasonal build-up of retail inventories is slowing down, while rural sales of some locally-produced consumer products, such as shoes and textiles, have fallen off sharply.

There is evidence that the poor rains may also damage cash crop production. For example, it is estimated that peanut production will be 25% below last year's. Farmers' Marketing Board (FMB) purchases during the first quarter of 1970 were only half the 1969 level and one-tenth the level of 1967 and 1968 purchases. The only bright spot in the agricultural picture is tobacco, where producers expect an 8 million lb. flue-cured crop and a 10 million lb. burley crop.

Unless export prices increase this year reduced cash crop production will adversely affect the country's export proceeds. During the first two months of 1970, imports were 27% higher, exports 6% lower, than in 1969. The trade gap, at $6 million, was the highest of any comparable period since independence, leading some observers to predict a record trade deficit in 1970.

Record public outlays

The Government, aware of the economy's vulnerability to weather, is expected to make a record public expenditure this year. The development budget calls for outlays of $35.5 million during fiscal 1970-71 (Apr. 1-Mar. 31). First quarter 1970 development payments were four times the 1969 level, with March payments of $4.8 million a record for any single month.

Development projects will be concentrated in the fields of transportation ($21 million), agriculture ($6.5 million) and education ($5.3 million).

Malawi remains dependent on external sources to finance its bold development program. In 1969, external sources provided 72% of the development account budget. This year the foreign proportion rises to 89%, and the Government estimates that overseas creditors will provide approximately 84% of the $99 million to be spent on development projects over the next three years.

To date Malawi has been fortunate in finding a wide variety of external sources for these loans. Britain, the United States, South Africa, Germany, Denmark, Taiwan and Israel as well as the IDA and ADB have all provided funds. Most bi-national loans are tied to the purchase of donor-country goods, which means that these large-scale inflows on the capital account are almost entirely offset by imports on the trade account. This situation has, however, allowed Malawi to avoid drawing down her exchange reserves.

The terms on which Malawi is receiving external aid are improving. In 1967, Malawi was paying an average of 3.8% on her debt, which was due, on the average, in 18.5 years. Today the figures are 3% and 20.2 years. With her external debt service ratio at a respectable 7.7%, Malawi should not have debt servicing problems in the foreseeable future.

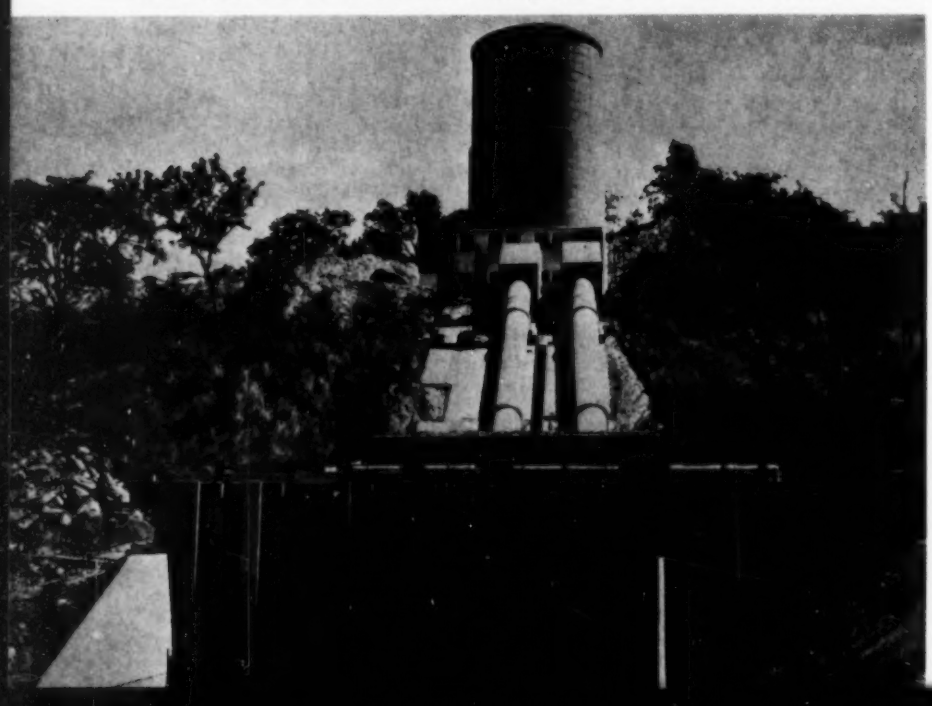
With 90% of her 4.6 million people still engaged in subsistence agriculture, Malawi's economy remains heavily dependent on good weather to provide the major impetus for growth. Last year, near perfect growing conditions were largely responsible for the economy's good performance. Crop purchases by the FMB were 35% above the poor 1968 level. The resultant increase in disposable rural incomes helped bring economic growth to rural as well as urban areas. Wholesale and retail trade grew by 10% and sales of locally-produced consumer goods rose.

Agriculture also plays a key role in Malawi's external economic relations, for agricultural products still constitute 97% of the country's exports. Last year, better crops helped Malawi increase her export receipts by 8.9%.

Malawi favors an important role for the private sector in the country's economy and has a liberal investment law to attract new industrial enterprise. Last year, twenty new industrial licenses were granted under this law, and six of these companies, including a $700,000 fertilizer plant, should be on stream by mid-1970.

Nonetheless, certain businessmen continue to be apprehensive about what they see as the government's increasing role in the private sector. They fear that such governmental activity may threaten competing privately owned firms. During the past year, the government-controlled Malawi Development Corporation expanded its operations considerably to include an enlarged fishery, three more hotels, a share in the new Commercial Bank of Malawi and in a packaging factory. The FMB, which hitherto had been concerned only with buying and selling crops, purchased five tobacco estates, a 50% share in a local travel and forwarding agency and a 50% share in a new grain milling company.

RECORD PUBLIC EXPENDITURES are expected to be made this year. First quarter 1970 development payments were four times the 1969 level. Shown, the surge chamber at the Nkula Falls hydroelectric scheme.



Argentina is leveling off

New regime not expected to make any sharp changes in economic policy

The growth rate of Argentina's economy is leveling out, with the 1969 leading and lagging sectors (construction and agriculture) moving toward the general average. From the low base period of 1967-68, the overall 6.9% growth rate in 1969 was high. In 1970, the 5.9% growth rate of the first quarter is strong, but may be harder to maintain. Growth in the context of recuperating from the slow years of the mid-sixties is nearly completed. Growth in the future must develop from new investment and expanding markets.

Industrial production (up 8.4%) is now pushing against the limits of installed capacity, making it difficult to repeat the rate of growth achieved last year. There has been an increase in financial problems of medium and small enterprises, caused in part by adjustments to competitive conditions and reduced rates of inflation. Large enterprises must operate with the credit restraints applied by the Central Bank on commercial bank loans. Imports, which are 9% below official estimates, reflect an economy that is less bullish than in 1969.

Private construction, which for the last two years was the fastest-growing sector of the economy in percentage terms, grew at a reduced rate of only 3.3% in the first quarter. Public works construction was up 18.5%. Total construction was up 10.6%. While there is some indication that over-construction has occurred in apartment and office buildings, a primary factor in the smaller rate of growth is the scarcity of credit to bring new buyers into the market. As in the case of large company loans, the Central Bank is applying restraints to this sector.

Performance is mixed

Despite the slight slowdown in industrial production, such basic industries as steel, cement, chemicals, automobiles, and electrical machinery and equipment are continuing to do well. Even agricultural machinery production, which has been in the doldrums, is showing signs of life.

A recently published study of Argentine stock prices over the past four years shows that 14 blue chips rose by an average of 300% over that period. Money invested in each of these stocks in mid-1966, if all dividends had been reinvested, would have earned a better return than the same investment in short-term loans. This study could encourage investment in Argentine industry rather than short-term speculation.

Exports in the first quarter ($415 million) were slightly lower than in the same quarter last year, but large grain exports expected in coming months should reverse this trend. The goal of $1.8 billion in exports for 1970 is still feasible. Traditional products (mostly grains and meat) still make up 82% of exports. Imports continued to rise during the first quarter. The $369 million figure was $50 million more than for the corresponding quarter of 1969, yet still below official estimates. Of the total, 66% was raw materials and intermediate goods used in the fast growing industrial sectors. Capital goods represented 26% of the total.

Capital goods can sell

Prospects continue to look good for increased sales of capital equipment by American firms willing to stand up to the strong European and Japanese competition.

During the first few months of 1970, the Argentine Government made a change in its office of investment promotion. The principal officer is now an Undersecretary in the Secretariat of Foreign Commerce. In addition, the Government passed two laws aimed at promoting industrialization which established new policies and procedures for industrial promotion and clarified ground rules for foreign investment. (For more details regarding these developments see INTERNATIONAL COMMERCE, Apr. 27, p. 35 and June 22, p. 38.)

The Argentine Government has made clear that it will welcome foreign investment which brings in capital rather than borrowing on the domestic market; bring in new technology, especially in capital goods; establish manufacturing facilities outside the Buenos Aires area; and increase Argentine exports.

CONADE, the state planning organization, released a summary and the first of seven volumes of Argentina's five-year development plan before the change in government. In general it is a technically competent approach to medium-term planning prepared with social and political as well as economic development in view. The plan clearly is indicative rather than directive, but could be a valuable point of reference for planning by both government and private enterprise in Argentina.

The plan is conservative for this type of document in setting 5.5% as the average annual growth rate for the next five years. The means by which the specific objectives are to be financed and programmed are spelled out in general terms in the plan document.

Plan aims at three goals

The Plan states that it is directed toward achieving three basic goals: (1) a rapid and sustained growth of the economy, (2) a more equitable distribution of income to favor wage and salary earners, and (3) the defense and extension of national sovereignty in the economy. The third goal is being interpreted as insuring that new investment from abroad contributes to achieving the country's overall national goals. For example, just like domestic investment, foreign investment must contribute to regional development, create new employment, introduce technological innovations or produce for export in order to qualify for the Government's program of special incen-

PROSPECTS ARE GOOD for increased sales of U.S. equipment. Buenos Aires' Winco, maker of record changers and electric motors, uses machinery from Niagara Machine and Tool Works in Buffalo.

tives. The third goal also mirrors confidence in the strength of the economy, so that support can be given to new foreign investment on a more selective basis.

The plan also specified several priority areas for investment during the 1970-74 period. These include continued heavy investment in infrastructure projects, power, roads and ports, plus basic industry investment in iron ore, aluminum, paper, and petrochemicals. The emphasis in expenditures under the plan will be on construction equipment and heavy capital goods.

Strong reserve upturn

Gold and foreign exchange reserves showed a healthy rise through the month of May, reaching $727 million as compared with $575 million at the end of December. Because the first half is seasonally positive due to agricultural exports, a cushion is being built to carry through the usually adverse second half. A positive factor is that high export earnings from beef and, more particularly, grains are expected to continue well into the third quarter.

Capital movements turned positive at the end of the first quarter, but have not yet balanced the outflow which occurred under conditions of reduced confidence in the second half of 1969. Forward market rates moved upward in the last week of May to slightly over 4% for 180-day contracts, an increase of a point from the trend through the first five months. This is a free market rate since the Central Bank intervention point is 8%. The peso continued firm at 3.5 to the United States dollar.

Availability of money in financial markets depends on Central Bank credit policy, including guidelines established last year by its Circular 698. The Bank's policy has had the effect of limiting credit to large firms (generally good credit risks) and increasing funds available for medium and smaller firms. Financial institutions have had difficulty covering the additional risks of loans to smaller operations because of ceilings on interest rates, while on the other hand funds loanable to larger borrowers have been reduced.

Whether liquidity is tight, adequate, or excessive depends upon the point of view. Loanable funds have increased due to higher demand deposits. These had been run down during the second half of 1969, but were reestablished firmly in the first months of 1970. Money supply as a whole shows moderate growth.

A back tax collection program exceeded by 100% the expectations of the tax authorities. The *blanqueo* (whitewash) program permitted payment of taxes at a reduced rate on previously undeclared income. Over $240 million in taxes were obtained by the program, less than half of which was budgeted for expenditures in 1970. The extra funds will be used to provide fiscal flexibility to Treasury operation. An added value of the program was the addition of nearly 50,000 new taxpayers to the rolls.

Wages are under scrutiny

A 7% wage increase effective March 1 probably netted workers a real increase of about 3% if the cost of living index is used as a deflator. A new wage-price committee was announced by the former Government as part of the wage policy promulgated last October. The Committee members represent labor, management, and government. They will recommend to the Government changes in wage levels made necessary by price increases since the last wage raise. Government, labor and industry were during the first five months of the year in a period of open discussions and relatively good communication.

Argentina by historic standards is still enjoying relative price stability, although price rises during the first months of 1970 disappointed those who expected for this year the same degree of stability that occurred in 1969. Wholesale prices at the end of April were 3.3% over December and 10.9% over April 1969. Retail price increases amounted to 6.4% in the period from Jan. 1-May 31. These increases were attributable primarily to rising prices for food (especially meat) and general expense items. The former Government imposed a temporary ban on beef sales in eating establishments (it expired May 31) and also set maximum profit margins in the beef trade through Aug. 31.

Main imports from U.S.

(Millions of $)

	Jan.-Sept. 1968	Jan.-Sept. 1969	Jan.-Sept. 1968/69
Machinery and electrical equipment	71.1	76.4	26.5%
Automotive equipment and parts	28.9	28.0	23.9%
Aircraft and parts	19.6	2.5	—16.7%
Iron and steel products	18.8	46.4	40.7%
Organic chemicals	23.0	19.8	19.3%
Coal	7.9	11.8	8.3%
Aluminum	5.0	4.8	65.5%

Change of Government

President Ongania on June 8 submitted his resignation to a military junta. Roberto Marcelo Levingston was subsequently installed as Argentina's President on June 18.

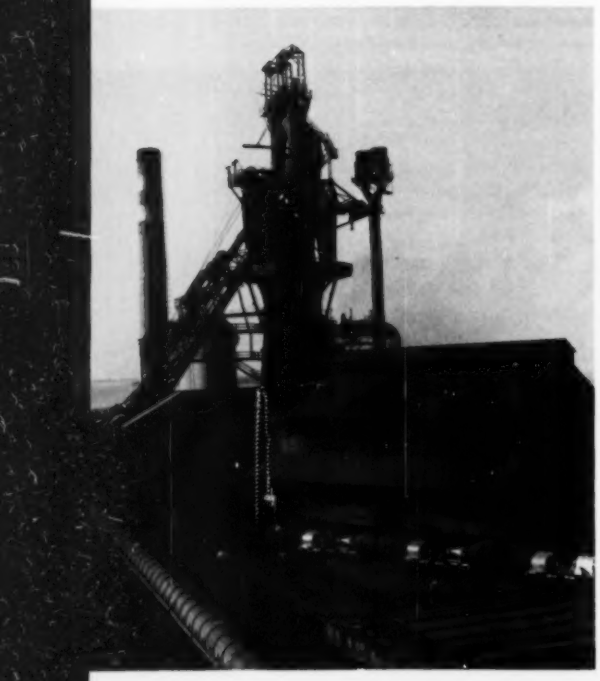
The following national ministry heads have been appointed: Brig. Eduardo McLoughlin, Interior; Carlos Moyano Llerna, Economy and Labor; Aldo Ferrer, Public Works and Services; Luis Maria de Pablo Pardo, Foreign Affairs and Religion; Francisco Manrique, Social Welfare; and Jaime Luiz Enrique Perriaux, Justice.

Jose Rafael Caceres Monie was retained as Minister of Defense.

As the new government took office, the Argentine peso-dollar exchange rate was shifted to 4 pesos to the U.S. dollar from the earlier rate of 3.5 pesos to the dollar. The chief aim of this peso devaluation was announced by the new administration as promotion of progressive growth of Argentine exports.

The general expectation of the business community is that there will be no sharp change in economic policy as a result of the change in government.

DESPITE A SLIGHT SLOWDOWN in overall industrial production, basic Argentine industries like steel and autos are still doing well. Shown is a blast furnace at the General Savio plant in San Nicolas.



Trinidad and Tobago seek solution to unemployment problem as task of economic reconstruction begins

Lack of jobs was a principal cause of recent social unrest; Government plans measures to increase job formation rate

In early 1970, as Trinidad and Tobago moved toward its eighth year of independence, its economy continued to forge ahead, although more slowly than last year. There had been a sharp decline in oil production, but industrialization, the "new look" of the past few years, had developed faster than even the more optimistic estimates of a year or so ago. The number of foreign visitors and tourists was increasing, and new hotel construction was pacing a general building boom. However, the chronic problem of high unemployment remained critical and was no nearer a solution than it had been for years.

Demonstrations and protest marches began in late February against this high unemployment, blamed by the leaders of the marchers on the "domination of Trinidad and Tobago's economy by foreign-owned and controlled businesses." After two months of almost daily demonstrations and a growing number of arson attempts and other incidents, the Government declared a state of emergency and arrested a number of leaders. Shortly thereafter, 50 or so officers and enlisted men of the 700-man Trinidad and Tobago Army mutinied and held out for several days against loyal forces. By May 1 the Government was once again in control, the mutiny suppressed, and hardcore leaders detained and awaiting trial—but the country and its economy had been severely jolted by these events.

The Department of Commerce has been informed, in the annual Economic Trends Report from the U.S. Embassy in Port-of-Spain, that Trinidad and Tobago cannot expect to emerge economically unscathed from these disturbances.

It is somewhat early to assess the economic effects of this upheaval. One could hope, as many Trinidadians appear to, that everything will soon return to normal and that the damage done is minimal. However, the recent extension of the Government's thirty-day Emergency Powers for another six months until next November, and the fact that a rigidly enforced curfew remains in effect, shows clearly that we are some distance away from a return to normal conditions in this country. There had been some movement of money out of the country, and the local situation with regard to loan capital is extremely tight. In late May the Central Bank extended exchange controls to all foreign currencies; in effect, placing the sterling area currencies on the same footing as dollar currencies in an attempt to contain the outflow of funds.

Indications are that it will be a very long time before there will be sufficient improvement to remove these restrictions. It is evident that the task of reconstruction which lies ahead, when confidence must be rebuilt and impediments to economic growth removed, is going to be a strong challenge to both the Government and the country.

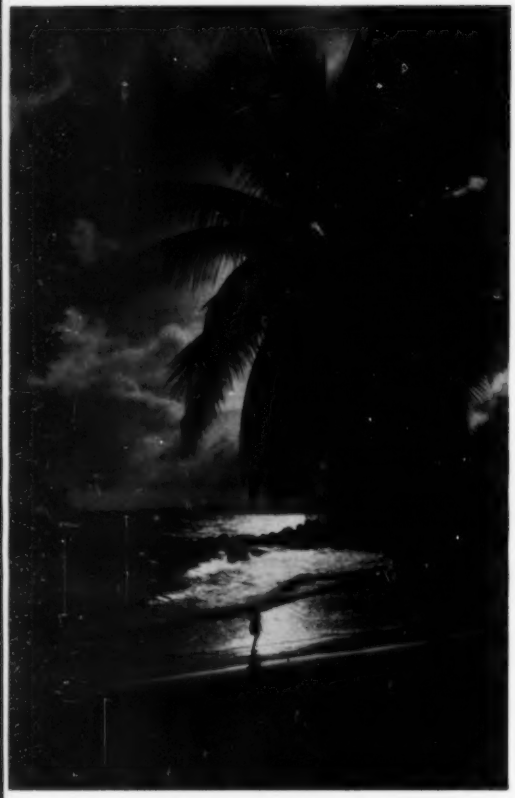
American know-how and investment have played an important role in the recent economic development of Trinidad and Tobago, particularly in the petroleum industry and, to a lesser extent, in the manufacture of garments and the assembly of electronic components. Oil exploration off Trinidad's North and East Coasts may be bringing in many new firms, the majority American, which will be setting up offices and bases of operation in the country. As both this American presence and the industrial base grow, a number of new opportunities will be opening here for U.S. manufaeturers, exporters, and service firms.

More hotels are going up

Plans for the building of several hotels are going ahead which will create a further demand for hotel and restaurant equipment that might be filled by American suppliers of hotel furnishings; electrical and air-conditioning installations; refrigeration equipment; and swimming pools. As Trinidad works hard to mend her tourist image abroad, American food product lines will also be in demand to supply the North American tourists expected to fill these new hotels.

As far as most investment from the United States is concerned, there will probably be a period of watchful waiting

MANY JOBS ARE PROVIDED by this ammonia plant of Federation Chemicals Ltd., a W. R. Grace & Co. affiliate in Trinidad, but industry in general hasn't developed sufficiently to curb unemployment.



RECENT SOCIAL UNREST in Trinidad and Tobago was given considerable publicity in other countries and may discourage tourism. Scenes like this view of Tobago should help restore a good image.

and assessment of Trinidad and Tobago's performance in the next few months. As one American financier has put it—there may be some "inclemency in the country's investment climate" as a result of publicity given to events in the past weeks, due to foreign newspaper reports which he described as "adverse and overdone." However, there have also been expressions of confidence by several investors who are going ahead with their planned projects.

Apart from the uncertainty engendered by the recent unrest, most of the ingredients needed to bring renewed economic expansion seem present. What is needed, soon, is more definite indications of how far the Government intends to go in accommodating itself to some of the demands of the black power militants for more control by Trinidadians over their economic future. The Government has gone out of its way to reassure investors that there will be no nationalization of private enterprise, but has said that maximum local participation will be encouraged and some such participation may well be required. Already the Government has said that it will give preferential treatment to foreign companies and to banking concerns who will employ local talent in the operation of their businesses and sell a partial interest to Trinidadian citizens. According to one Government spokesman—Trinidad and Tobago's Ambassador to the United States, Sir Ellis Clarke, addressing a group of American financiers and oil men in New York on this subject—the first obligation of the Trinidad and Tobago Government is to its people, although it will also be a willing host to visiting companies.

Problem of unemployment

The Government recognizes that unemployment is one of the main causes of the social unrest in the country. The official rate is 15% and this tends to understate the problem since it has not taken into account the numbers who, discouraged, are no longer looking for work, or the large number of underemployed. In spite of a very high rate of economic growth in the last fifteen years, the percentage of the work force unemployed has increased steadily and, significantly, the majority of these have been in the 14-24 year age bracket.

To try and solve this serious economic and social problem the Government, over the past few years, has put major emphasis on diversification and industrialization. A good start had been made with noteworthy growth in chemicals, garment manufacturing, and building materials. Under the impetus of import substitution incentives, a fairly wide range of light industry has been established. As in other developing countries, however, the industrial sector has not yet been a dynamic source of job opportunities. The possibility of expansion in Trinidad and Tobago is severely restricted by the small size of the domestic market; by higher labor costs relative to other exporting countries; and by trade barriers in developed countries. Reflecting these basic factors, the Government's own estimates of when it will be able to reduce the existing rate of unemployment go as far into the future as 1985. The recent unrest, however, shows that the unemployed—mostly young and black—are not willing to wait.

Recognizing the urgency of this problem, the Prime Minister Dr. Eric Williams recently announced that he had decided to impose as from Jan. 1, 1970, a special levy of 5% on the chargeable income of all banks, insurance companies, and all companies paying corporation tax. Pioneer companies which pay no corporation tax, and which benefit from tax holidays, will still pay the levy on their tax-exempt profits. This money will not go into the general reserves but will be devoted entirely to providing additional jobs, mostly on public works.

In addition to this stopgap measure to provide temporary jobs, the Prime Minister will soon announce a program of national reconstruction, a major part of which will be a large-scale long-term urban redevelopment plan for the "East Dry River" area of Port of Spain. The Government has already held talks with major business organizations in the country on this housing plan, as the business sector is expected to provide technical, administrative, and planning expertise for the project, in addition to major financial assistance. The Government also plans to put new emphasis on certain major construction projects contained in the 1969-1973 Five-Year Development Plan, which has been under constant review over the past two or three weeks. Besides providing needed jobs on a large scale, it is hoped that these accelerated public works programs will also encourage the business community to proceed with their own investment plans, which should increase the rate of job formation.

Agricultural production in 1969 did not show the buoyancy it demonstrated in 1968. Production of all export crops declined. Sugar, Trinidad and Tobago's largest agricultural export money-earner, was hit by bad weather, and production dropped slightly to 237,231 long tons in 1969. Cocoa production was down from 13 million pounds in 1968 to 10.3 million pounds in 1969—a drop of 21%. Coffee production was down from 10.4 million pounds in 1968 to an estimated 7.1 million pounds in 1969—a drop of almost one-third. Citrus production was

More complex market

Both the emergence of Trinidad and Tobago as a major center of offshore oil exploration and production, and the broadening of the country's industrial base, are making the local market more complex. The continuing growth of these industries create demands for new products that were not seen in Trinidad and Tobago before. U.S. firms manufacturing oil field equipment, especially that used in deep water drilling operations, and suppliers of machinery and construction equipment, could well find markets in Trinidad and Tobago that previously did not exist.

also down sharply. Prospects for 1970 are not encouraging with sugar, cocoa, citrus, and coffee production all expected to be lower than the 1969 levels.

In contrast, production of local vegetables, and of milk, eggs, pork, and poultry, have all increased to a point where the country is self-sufficient in these products, although the prices are high. Prospects for 1970 indicate that production of these basic foods will remain stable, with the exception of milk where production is expected to increase almost 20%. These important increases in the production of food for the home market, encouraged by Government's import substitution scheme, are reflected in marked changes in the composition of the food market bill over the last few years.

Notwithstanding these increases in domestic production, or rather because of them, the volume of Trinidad and Tobago's agricultural imports, much of it from the United States, is growing and is expected to reach an all time high in 1970. The factors contributing to these increases in volume and value are the growing market for cereals for food and livestock feed; the tourist trade with its demand for quality foods; and the advent of CARIFTA, which has given an impetus to the local processing of food products. Since these factors are expected to increase in importance, the upward trend in Trinidad and Tobago agricultural imports, especially from the United States, is likely to continue.

In the light of developments in other sectors of the economy, it is easy to lose sight of the fact that in recent years the growth of Trinidad and Tobago has been determined mainly by events in the petroleum sector, which is so large in absolute and relative terms that it overshadows events in all other sectors.

The production of crude oil, together with petroleum refining, produces about one-quarter of the gross national product of more than $700 per capita—about the same proportion of the Government's revenue, and over 80% of the country's exports. Because of these oil resources, and enormous investment (largely American) in their exploitation, Trinidad is blessed with a large measure of built-in economic strength. While prospects for the existing petroleum-producing fields in Trinidad and Tobago are not regarded as bright—production of crude oil in 1969 was about 14% below the peak production reached in 1968, and a further decline is predicted for 1970—the discovery of a major new field off Trinidad's East Coast, and potential finds off the North Coast, has altered the long-range prospects for the better.

Surge in U.S. investment, higher steel exports lead Luxembourg to improved economic performance

Vigorous expansion of 1969 is slowing a little this year, but business and consumer confidence continues at high level

Luxembourg, the smallest nation in the European Economic Community, leads the other five EEC countries in per capita gross national product and rate of consumption for many consumer products. Its booming economy expanded vigorously in 1969 and the buoyant and optimistic mood of businessmen and consumers assures further growth in 1970, although at a reduced rate.

The annual Economic Trends Report from the U.S. Embassy in Luxembourg notes that industrial production registered better than a 12% increase in 1969, with increases in steel production (14.2%), in extraction of construction material (19%), and in chemicals production (13%), offsetting the continued downward trend in the textile and clothing industries (—6%) and a modest increase in production in the lumber and furniture sector (8%).

Foreign trade was up

In response to a 17% rise in gross fixed investment, imports, mostly from Belgium and Germany, were up 16.5%. Exports, which are equal to some 85% of GNP, rose 13%. Increased export demand for steel products at good prices and a surge in new American direct investment were major factors in this improved performance. The demand pattern for steel shifted slightly with exports to the United States down some 3%.

Luxembourg's steel industry has launched a substantial program of investment aimed at rationalization and modernization. ARBED, the Grand Duchy's major producer, is investing $160 million in new plant and equipment during the period 1969-73. The program began in 1969 with a $34 million investment. Some $60 million in new investment is programed for 1970.

U.S. plants are active

The other main source of industrial production is the chemical and rubber industry. Two large American plants, DuPont and Monsanto, are in their fourth full year of production with substantial plans for expansion under way. DuPont has just announced plans for a $20 million Cronar (polyester photographic film) plant to be established in Luxembourg. Monsanto is pursuing a five year $11 million expansion program. Goodyear, which has been expanding consistently since 1960, started construction of a $7.5 million tire wire plant in early 1970. Plans for doubling the firm's production of tire fabric and tires are now being formulated.

Luxembourg Government efforts to attract new American direct investment have resulted in two other significant new projects. General Motors has begun construction of a $6.6 million tractor plant, scheduled for completion in 1971. The firm has already moved its Common Market spare parts, warehousing and supply operation from Antwerp to Luxembourg. Amerace-Esna Corp., Butler, New Jersey, has started building a $600,000 battery separator plant, scheduled for completion in 1971. The economy should begin to feel the effects of much of this new American investment in 1972.

Another particularly welcome American investment in Luxembourg is a 203-room Holiday Inn, being constructed by Continental Motor Inns. The hotel-restaurant complex, to be located on the newly

Good market potential

The market potential for U.S. consumer goods exports to Luxembourg is good. Also the modernization of the steel industry, expansion in the rubber, chemical and metal fabricating industries, and the rapid growth of the banking and financial sector offer good opportunities for the sale of American industrial equipment, control devices, business machines and computer equipment and services.

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developed Kirchberg Plateau, flanked by European Communities headquarters buildings, is scheduled to admit its first guests in May 1971.

Consumer prices for 1969 registered a relatively modest 2.3% increase as compared with 2.6% in 1968. However, primarily as a result of DMark revaluation and the projected introduction of an 8% Value Added Tax in January 1970, prices began to accelerate upwards in October 1969. The result was an overall 4.4% price increase during the period April 1969-April 1970, with food prices up by 6%. Price increases will probably total 4% in 1970.

Wages rise with prices

Wages in most industries are tied to the consumer price index. Under this system wages rose by only 2% in 1969 as compared with a 3.4% rise in 1968. However, as a result of the upward movement in prices which began in the last quarter of the year, the legal minimum wage for industrial workers rose to 71 cents per hour on June 1, 1970. It is estimated that real wages increased 5% in 1969 as compared with 3.5% the preceding year. Though consumer purchasing power was strengthened, and will be even stronger in 1970, profit margins, particularly for small business, were cut.

Private investment, bolstered by the boom in foreign and domestic demand, registered a dramatic 55% increase, with investment in steel (+145%) and new industries (+70%) moving sharply upward. Public investment outlays, up almost 22% in 1968, registered a slight 1.2% increase in 1969, primarily an indication of Government concern for the overheating of the economy and the winding down of some public construction projects. Construction, which started to improve in 1968, particularly in the office building sector, continues to improve, with costs up some 10%. That this sector is still less active than the vigorous expansion of the economy would seem to indicate is the result of a continuing acute shortage of construction labor.

Labor shortage intensifies

Pressures on the labor market, particularly in the construction and some service fields, increased during the year, with average unfilled job vacancies 35% higher in 1969 than in 1968. Employment of foreign workers, who account for 38% of Luxembourg's total industrial labor force, increased by 6.5% in 1969. The Luxembourg Government has reached a labor agreement with Portugal and is considering other new foreign labor sources in an effort to meet the labor needs of its expanding economy.

Concerned over the inflationary pressures which became evident in mid-1969, the Government introduced a series of anti-inflationary measures in November 1969. Under this program, credit, particularly lending to finance residential construction and consumption, was restricted; installment buying terms were stiffened; a close watch on prices was initiated, with profit margins frozen at their November 1969 level (price increases must be justified with documented cost increases); the sliding wage scale was adjusted to widen the gap between the points at which it comes into operation; labor and management were invited to stagger wage increases; and value added tax rates on food and pharmaceuticals were placed at temporarily reduced rates.

Mission had results

National Economy Minister Marcel Mart's April 1969 investment mission to the United States has succeeded in attracting substantial new investment to Luxembourg. Firms already established are expanding. Investment incentives will remain in force through 1970. Luxembourg's authorities still seek to broaden the diversified industrial base which has been established. While the tight labor market would make the introduction of additional large-scale plants difficult at this time, capital intensive, high technology, small and medium industry are welcome. There still is room for producers which could complement or diversify Luxembourg's modernizing steel industry or other industries already operating in the country.

Incentives for foreign investors include tax holidays and rebates over a fixed period of time, guaranteed loans and subsidized interest rates, investment grants and free land and industrial infrastructure. The stable, productive, and trainable labor force available in Luxembourg and neighboring areas of France, Germany and Belgium, Luxembourg's increasing importance as a European financial center, and its people's receptivity to Americans combine with the fiscal incentives offered to make it an attractive industrial base for industry interested in getting established in the Benelux and European Communities' markets.

SA Minière et Métallurgique de Rodange (MMR), Luxembourg's second steel producer, is exploring the possibility of establishing a steel rolling mill and fabricating facility in the Southern United States. Representatives of the firm visited Florida in late 1969 to investigate conditions.

Colombia projects get $70 million from World Bank

Two World Bank loans totaling over $70 million will aid development projects in Colombia.

A loan of $52.3 million will assist in financing the largest electric power undertaking in Colombia—the Chivor hydroelectric project which will initially add 500 megawatts to the interconnected system supplying the four largest cities—Bogota, Medellin, Cali and Manizales.

A second loan, of $18.5 million, has been made for the improvement and expansion of the water supply and sewerage system in Cali, a city with a population of some 900,000 and growing at the rate of nearly 8% a year largely as a result of an influx of people from the countryside.

All imported goods and services purchased with World Bank funds must be procured through international competitive bidding. The Chivor project will have an ultimate capacity of 1,000 megawatts. The Bank loan will assist the first phase which includes the construction of the Esmeralda Dam on the Bata River, a powerhouse with an initial capacity of 500 megawatts, and a 112-mile double-circuit transmission line to link the power plant with an interconnected network near Bogota. The power plant is scheduled to start operation in mid-1975.

The water supply portion of the second project includes a new intake and water treatment plant on the Cauca River, new supply/distribution pipelines and house connections, and improvements to some existing supply lines and house connections.

U.S. advertising firm opens Nigeria office

Grant Advertising International, Inc., has become one of the first U.S. companies to launch a new business in Nigeria since the end of the Civil War. On Apr. 20, Grant opened the first American International ad agency in Nigeria.

Based in Lagos, the new agency is a joint venture with a group of Nigerian businessmen. The firm will handle many activities in the marketing field—merchandising sales promotion, public relations, point-of-sale, product evaluation, pricing—aside from strictly advertising.

Italy brings laws on temporary imports, warehousing in line with EEC practice

Application to non-EEC nations' goods depends on how Finance Minister interprets his discretionary powers

Italy has enacted temporary import regulations and regulations on the storage of imported merchandise.

Presidential Decree No. 1133 of Dec. 30, 1969, published in the *Official Gazette* of Feb. 11 (No. 36), enforces directives 69/73, 69/74 and 69/75 adopted by the EEC Council on Mar. 4, 1969 (and published in the EEC Official Gazette L 58 of Mar. 8, 1969).

These directives are intended to harmonize EEC customs legislation with respect to: (1) the importation of merchandise introduced temporarily into Italian territory for processing, assembly or adaptation to other merchandise, industrial transformation, or repair, reconditioning or adjustment; and (2) the storage of merchandise in customs warehouses, bonded warehouses and foreign trade zones.

Decree No. 1133 has been the subject of a circular of the Ministry of Finance dated Feb. 20, which attempts to clarify certain terms used by the legislature as well as the scope of certain portions of the law.

Appears to ease procedures

The provisions of Decree No. 1133 (as clarified by the Ministry of Finance) appear to simplify considerably the procedures for temporary importation of merchandise from the EEC.

Whether these procedures will be simplified also with respect to temporary imports from non-EEC countries (including the United States), depends on the way in which the Ministry of Finance will use the broad discretionary powers entrusted to it by the new law.

Italy has had in effect for about sixty years regulations providing for the duty-free importation on a "temporary basis" of merchandise intended for export after completion of certain operations such as processing, assembly, repair, reconditioning or adjustment, as well as of raw materials and semi-finished products designed to be incorporated in merchandise intended for export. Under these regulations, a ministerial decree (operating as a general license valid for six months or one year and renewable for like periods) was required to be enacted for practically every item desired to be imported duty-free on a temporary basis.

The new decree provides that goods originating from, or nationalized in an EEC country may be admitted without prior ministerial license upon authorization by the heads of the individual district customs offices. The same treatment is extended also to goods from non-EEC countries provided that certain specified conditions are fulfilled. The principal of these conditions is that "the cost of goods of the same quality, available in the territory of the EEC, is such as not to make it economically worthwhile to perform the processing, assembly or other operations for which the goods are proposed to be imported."

When the conditions are not fulfilled, a license from the Ministry of Finance is required for each individual shipment. However, this requirement may be waived and a general license may be issued by the Ministry of Finance.

The Ministry of Finance can prohibit, bring under its direct control, suspend or impose limitations on, the issuance of authorizations for any temporary importations by the heads of District Customs Offices.

It is believed that the Ministry of Finance intends to exercise its powers in this field most liberally in view of Italy's continuing interest in promoting temporary imports as a means of developing Italian industrial activities and export trade. Thus, temporary imports from the United States probably will flow more easily into Italy. However, as in the past, the volume of these imports will depend essentially on the demand in world markets for Italian merchandise into which these imports are incorporated.

Warehousing provisions

Adoption of the EEC directives also has simplified existing regulations with reference to the storage of merchandise in customs warehouses, bonded warehouses and foreign trade zones. The principal changes are:

- Merchandise of any type or origin can now be stored in customs warehouses, bonded warehouses and in foreign trade zones;
- The time-limit for storage of merchandise in the various bonded warehouses and foreign trade zones has been upped to five years;
- Merchandise deteriorated while in storage can be destroyed without paying duty, and
- The obligation to secure with two locks (one of which is a customs lock) the doors of all privately-owned bonded warehouses will now apply only in a limited number of cases specified by the Ministry of Finance.

Herring buyers listed

The Federation of the German Fish Industry (Bundesverband der Deutschen Fischindustrie) at Hamburg has compiled a list of German fish processors and importing dealers who are interested in buying frozen herring from the United States.

A special Trade List of *Fish Importers and Processors—Federal Republic of Germany* may be obtained for $1 from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230.

Panama clarifies decree on local representatives

The Government of Panama recently published the text of the clarifying and implementing regulations to Cabinet Decree No. 344 of Oct. 31, 1969 regarding the rights and responsibilities of local representatives, agents and distributors of foreign and national firms. The Cabinet Decree was summarized in the Dec. 22 issue of INTERNATIONAL COMMERCE.

The regulations, published as Executive Decree No. 9 of Feb. 7, define operative terms and outline the official procedures involved in establishing and registering a commercial relationship.

Copies of the official Spanish text of Executive Decree No. 9 and Cabinet Decree No. 344 (with minor revisions) are available on a ten-day loan basis from the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

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$114 million from World Bank, IDA will aid projects in seven nations

Amounts range from $42 million for road improvement in Iran to $584,000 for agricultural credit program in Niger

The World Bank and its affiliate, the International Development Association (IDA), have approved nine loans and credits totaling the equivalent of $114.3 million. The operations are varied as to amount and purpose, and will assist countries in Africa, Asia and the Western Hemisphere. Their purpose is improvement and extension of roads in Iran, Senegal and Mexico, expansion of technical education and the natural gas pipeline system in West Pakistan, enlargement of Malagasy's main port, Tamatave, agricultural development in Niger, and electric power expansion in Honduras.

As always, all imported goods and services purchased with these funds must be procured through international competitive bidding.

A $42 million loan will finance the foreign exchange requirements of an $85 million project which includes the construction or improvement of 341 miles of Iran's main highways, and the purchase of road maintenance and workshop equipment.

A $19.2 million loan to the Sui Northern Gas Pipelines, Ltd. (SNGPL) will help transmit natural gas from the Sui field in central West Pakistan to the Lahore and Rawalpindi areas in the north, with most sales going to industrial customers, such as cement, textile, and fertilizer plants. The project now being financed will increase the capacity of SNGPL's gas transmission system from 207 to 266 million cubic feet of natural gas per day, and extend the system by 208 miles to other cities.

Also in Pakistan, an $8 million, interest-free IDA credit will aid the construction of academic and communal buildings, hostels and staff houses, and the provision of instructional equipment and technical assistance at the West Pakistan University of Engineering and Technology in Lahore and at the Government Engineering College in Karachi.

Malagasy's Port of Tamatave will benefit from a $9.6 million interest-free IDA credit for a project to extend the breakwater by 225 meters, construct two new berths, new transit sheds and warehouses, provide mechanical cargo-handling equipment, a new deep-water mooring for petroleum tankers, and other minor improvements. The Government is establishing a new autonomous port authority to execute the project and operate the port.

A $2.1 million IDA credit to Senegal will assist in financing construction of 48 miles of feeder roads, the purchase of road maintenance equipment, and consultant's services for a road improvement and maintenance study. The roads will be built in a region which produces 40% of the country's groundnuts, Senegal's major export.

Still another interest-free IDA credit, this one for $584,000 to Niger, will provide funds for an agricultural credit program that combines expansion of credit facilities to farmers and rural cooperatives for the purchase of seasonal inputs and animal-drawn farm implements, and the provision of additional extension services to farmers.

A $21.8 million Bank loan will help Mexico finance the construction or improvement of ten road sections totaling about 650 miles. The most important highway to be constructed is the Tuxtepec-Matias Romero road which will reduce the travel distance between the more developed part of the country centered on Mexico City and the region of the Gulf of Tehuantepec.

The Bank and IDA are combining to provide $11 million to Honduras, for the extension of its chief electrical energy supplier's transmission network by about 460 miles to northern and southern towns of growing industrial and agricultural importance. Also included is a 15-MW gas turbine plant to provide a back-up source of power for Tegucigalpa, and feasibility studies of future hydroelectric projects.

Ireland drops quotas on most footwear imports

The Irish Ministry for Industry and Commerce has announced the July 1 abolition of import quotas on practically all types of footwear (a non-discriminatory duty-free quota for the past twelve months amounted to 185,000 pairs). However, quotas will be maintained on certain types of footwear not produced locally. Shoes exported to Ireland from the United States will be subject to a duty rate of 54% or 9 shillings per pair (1s = $0.12) whichever is the greater.

Investment sessions set for Africa, Asia

Two regional investment promotion meetings—one in the Philippines and the other in Kenya—have been scheduled by several United Nations affiliates for this fall.

The United Nations Industrial Development Organization (UNIDO) is co-sponsoring the Manila meeting Sept. 23-30 with the United Nations Economic Commission for Asia, and the Nairobi meeting Nov. 13-Dec. 4 with the Economic Commission for Africa and the African Development Bank. Private participation is invited for both meetings.

The meetings, to be held in Hilton Hotels, are designed to encourage direct discussions between foreign businessmen interested in specific industrial opportunities and delegates from countries offering such opportunities. Thirteen Asian countries have already presented some 150 industrial projects calling for foreign investment of from $200,000 to $30 million and it is expected that more than 40 African countries will offer an equally impressive number of projects.

Interested U.S. businessmen may secure additional details from A. J. Aizenstat, director, UNIDO Officer, United Nations Building, New York, N.Y. 10017, referring to **P-70682.**

Eximbank backs sale of GE generator in Colombia

Eximbank has authorized a direct loan of $1 million and a financial guarantee of a loan of $1 million from a U.S. financial institution, in favor of Corporacion Electrica de la Costa Atlantica (CORELCA) of Barranquilla, Colombia. The money will finance purchase of a gas turbine electric generating unit, sub-station and related facilities and services to be supplied by the General Electric Co. for a plant at Cospique.

CORELCA is a Colombian corporation formed in 1967 to integrate a number of small electric systems serving various departments in northern Colombia.

Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

Overseas firms seek license agreements and joint ventures

2399—**BELGIUM**—Licensing arrangement with a U.S. manufacturer of **disposable work clothing, bed sheets and underwear.** Firm is a large well-known industrial launderer that also engages in drycleaning and dyeing of apparel, rugs, draperies and supplying special services for laundry and disinfecting of hospital linen. Robert Fontaine, c/o Euroblan S.A., 177 Rue Docteur Elie Lambotte, 1030 Brussels, Belgium. WTD. **P-70690**

2611—**CONGO**—Joint venture to plant and harvest about 25,000 acres of eucalyptus trees. Terrain is sandy, level and relatively open. Estimated initial cost of project $1 million. Proposed mill would process eucalyptus into wood pulp. Area available for **eucalyptus cultivation** can be expanded by eight times or more. Local trees can be grown on plantation basis to provide necessary pulp to combine with eucalyptus. Chemicals needed in processing would be imported. A brief report on this project (in French) is available from R. Maistriau, B.P. 69, Kikwit, Congo (K.). **P-70562**

2821—**JAPAN**—Licenses to manufacture finishing agents for **FRP (fiberglass reinforced plastics)** and **plastic additives.** Currently manufactures surface active and finishing agents, household and non-household detergents. Employs 350. Annual sales $5.6 million. Nikka Chemical Ind. Co., Ltd., 23-1 Bunkyo 4-chome, Fukui, Japan. WTD. **P-70673**

3079—**BELGIUM**—Acquisition of plant and/or equipment. Manufactures heavy-duty **plastic bags** for fertilizer industry. Equipment includes 10 extruders, 12 plastic bag machines, other production equipment. Facilities include modern office building, plant and grounds. Good transportation and labor supplies. Karl C. Steffen, general manager, Shorko, N.V., Bornem, Belgium. **P-70690.**

3272—**KOREA**—Joint venture for $6.5 million **concrete and asbestos products** plant to produce ready mixed concrete, concrete pipes, asbestos corrugated sheets and asbestos roofing slates. Raw material for cement products would be supplied by Korean company, a leading producer of portland cement; asbestos would be imported from North America. Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. **P-70688**

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

3369—**ENGLAND**—License to manufacture small **diecastings** on a contract basis. Currently makes zinc alloy diecasting, plastic moldings, and builders' hardware. Firm was established in 1791, employs 500. M. J. Kenrick, marketing manager, Archibald Kenrick & Sons Ltd., P.O. Box 9, West Bromwich, Staffs, England. WTD. **P-70684**

3399—**SWITZERLAND**—Large Swiss industrial group is looking for patents, manufacturing licenses and technical services covering new metalworking and metal treatment processes. Main interests include: **chemical and other processes for the coating, finishing or tempering of metals; electrolytic and electric erosion processes for the grinding of metals; and vapor-diffusion processes for the coating of metals.** Group has appointed a patent broker as a point of contact for inquiries. Dr. A. J. Reimund, Restelbergstr. 53, 8044 Zurich, Switzerland. WTD. **P-70659**

3429—**ENGLAND**—License to manufacture **builders' hardware.** Firm presently manufactures builders' hardware, zinc alloy diecastings and plastic moldings. Firm established in 1791, employs 500 people. M. J. Kenrick, marketing manager, Archibald Kenrick & Sons Ltd., P.O. Box 9, West Bromwich, Staffs, England. WTD. **P-70685**

3431—**GERMANY**—License or joint venture to manufacture **toilet systems** for railroad passenger cars, buses and streetcars. Currently makes metal fittings, hardware for passenger cars; seeks to expand production. Operates two well equipped plants, employs 250. Major customers include transportation companies in EEC and EFTA countries. Paul Garthe KG, 4-8 Voerder Str., 5828 Ennepetal-Milspe, Germany. WTD. **P-70672**

3441—**CANADA**—Licenses to produce **hydraulic cranes, trailer frames, steel bases for transformers,** and related items. Company is a custom steel fabricator established in 1943. W. Farrance, general manager, London Steel Industries, P.O. Box 2455, 48 Burslem Street, London 12, Ontario, Canada. WTD. **P-70687**

3530—**SWITZERLAND**—Licenses to produce **special cranes for building industry, overhead conveyors and container handling equipment.** Interested in multipurpose lifting systems for use on construction sites; movable or permanently installed overhead conveying systems. Firm well equipped, employs 150, good connections with Swiss builders. Mr.

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Meister, manager, Stahl und Maschinenbau AG, Allmendstrasse, 6048 Horw, Switzerland. WTD. **P-70669**

3541—**ENGLAND**—Licenses for **metalworking tools or machine tools** consistent with current manufacture of lathes and cylindrical grinding machines. Company established 1934, employs 320. L. Raven, assistant company secretary, Myford Ltd., Beeston, Nottingham, NG9 1ER, England. WTD. **P-70689**

3542—**GERMANY**—License to manufacture modern **sheet forming machines, presses** and **metal cutters.** Manufactures presses and sheet forming machines. Wishes to expand product line. Established in 1906, employs 120. Operates a well-equipped plant. M. Brueck KG, 23-27 Neue Juelicher Strasse, 516 Dueren, Germany. WTD. **P-70681**

3555—**GERMANY**—Small firm seeks licenses for the production in West Germany of **paper drills.** Although the firm already manufactures paper drills, it is interested in expanding its line. Established in 1961, enjoys a good reputation. Franz Aicher, 7461 Dotternhausen, Baden-Wuerttemberg, West Germany. WTD. **P-70691**

3622—**SWITZERLAND**—License or assemble **electronic controls** and **accessories** for machine tools and other industrial machinery. Manufactures and distributes electronic controls and accessories. Imports and distributes electronic components and accessories, such as relays, storage batteries, etc. Mr. Paul O. Stegmann, Director, Selectron Lyss AG, 3250 Lyss, Switzerland. WTD. **P-70675**

3662—**JAPAN**—Joint venture with manufacturer or distributor of **communication equipment.** Product interest includes citizens band transceivers, wireless intercoms and professional communications equipment. Seeks technical and/or marketing assistance. Manufactures and distributes above products. Employs 200. Annual sales $3 million. H. Narumi, sales manager, Telecon Corp., 4-6 Osaki 5-chome, Shinagawa-ku, Tokyo, Japan. WTD. **P-70674**

8911—**BELGIUM**—Affiliation with U.S. firms planning to establish plants in Common Market countries and developing nations. Firm has complete **design facilities** and has built plants in Canada, Europe, USSR, and the Middle East. Mr. Misson, Etudes et Recherches Industrielles S.A., 88 Rue d'Arlon, 1040 Brussels, Belgium. WTD. **P-70686**

Danish, German firms offer joint venture, license agreements to U.S. manufacturers

Seven proposals from Danish and German companies that wish to have their products manufactured in the United States by American firms under licensee agreements or joint venture arrangements are presented below.

For additional information and the name and address of the firm, write the Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity listed.

Tarpaulin covers, flat or shaped, of plastic or flax, together with machinery and know-how. Covers are used to protect items during storage or transportation, or as tents. Licensor is prepared to negotiate investment of capital or equipment under joint venture agreement. Denmark. **File 1898**

Rigid polyurethane furniture shells and frames. Molds are of durable metal alloy, easy to maintain. Licensor is prepared to negotiate a capital or equipment joint venture investment arrangement. Denmark. **File 1899**

Rigid polyurethane furniture shells and flexible foam pillows. Shell models and molds are easy and cheap to produce; scarcely any waste or finishing work after molding. Pillows have quality similar to that of latex foam. Licensor may be prepared to negotiate a joint venture arrangement. Denmark. **File 1900**

School desks, chairs and blackboards. Blackboards are patented; stay dull and free from reflections. Colors—green, grey, black, blue, or brown. Desk tops are of wood or plastic; frames are of quadrangular steel tubes, with plastic-covered chair suspender system. Chair, which can be raised or lowered, has molded seat, and springy and adjustable back with frame of quadrangular steel tubes. Licensor is prepared to negotiate a machinery investment. Denmark. **File 1901**

Heating process used prior to coating of wood and porous materials with paints and varnishes. A patented method of controlled pre-heating of surface of wooden and porous materials prior to application and curing. Process achieves a better impregnation of substrate, and consequently, improved adhesion. By instant transfer from preheating process to point of application of paint, there is little loss of heat and paint temperature is rapidly increased by contact with heated panel. Temperature increase creates fast evaporation of solvents and accelerates drying process. With some coatings, such as polyester, transfer temperature initiates curing at a stage not possible by any other heating system. Preheat affects only the surface of work piece; bulk of article remains at normal temperature, moisture.

Manufacturer holds and controls several exclusive patents, and states that process offers savings in paints as compared to other systems known. Denmark. **File 1902**

Manually and electrically operated beds and couches designed especially for physically handicapped persons. Beds are manufactured in various types. Electrical operation enables patient himself to obtain most comfortable position by means of push-button box. Denmark. **File 1903**

Steel strapping, plastic strapping, strapping tools, machinery, and systems. Germany. The strapping machines are of several sizes, shapes and kinds. Some are automatic; others, foot-pedal actuated. Most are on casters for ease of mobility. Each of the machines is advertised as being part of a "no-seal-joint" system. One form of strapping can be easily locked together manually. **File 1904**

U.S. company to survey investment leads in Bolivia

The Bolivian Government has recently signed a contract with Arthur D. Little, Inc. and the U.S. firm's Bolivian associate, Prudencio Claros y Asociados Ingenieros Ltda., for a survey of investment opportunities in Bolivia with respect to the Andean Group market. The survey will be used by Bolivia in negotiations with the Andean Group to decide which industries will be allotted to Bolivia.

Industrial sectors to be surveyed are: chemicals and petrochemicals, primary and fabricated metal products, paper, lumber and wood products, electrical and non-electrical machinery, food products, non-metallic minerals and various consumer products. Based on this initial survey, more extensive studies will be made by Arthur D. Little, Inc. under the same contract.

The contract will be financed from a loan for feasibility studies signed by Bolivia and the Agency for International Development in 1968. **P-70692.**

World Trade Opportunities

Pakistan invites bids on variety of products

Pakistan invites bids for centrifugal, water, chemical, and heat pumps; dryers; rubber hose; acetylene cylinders and pressure regulators; semi-hermetic condensing units; analyzers; screens and projectors; transformers; motors; dynamometers; mercury arc rectifiers; surface condensing plants; box furnaces; welding and cutting equipment; valves; flint lighters; manifold oxygen; and more. Tender No. S-10/192(68-69); bid deadline Aug. 3.

The invitation is submitted by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "SUPPLY", Dacca.

Terms and specifications available on loan from the Scientific & Business Equip. Div., BDSA-653, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will be available at the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Korea publishes tender for parts, electronic equipment; announces deadline of July 27

The Office of Supply, Government of the Republic of Korea, has issued Tender No. KFX-0111-P.I. for the supply of electronics equipment and parts. Bid deadline July 27.

Bids should offer magnetic tape recorders, quartz crystals, tungsten filaments, vacuum tubes, transistors, diodes and assorted spare parts.

Copies of tender announcements and specifications are available from the Procurement Attache, Korean Consulate General, 9 E. 80th St., New York, N.Y. 10021, or on a short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDSA-643, Room 4209, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-4823).

Tunisia to build compression, treatment plant for gas

The Tunisian Government, c/o Societe Francaise d'Etudes et de Realisations d'Equipements Gaziers, SOFREGAZ, 98, Boulevard Victor Hugo, 92 Clichy, France, is interested in preliminary consultation to obtain detailed information on various techniques, equipment needed and cost for compression and treatment of humid natural gas in order to prepare the actual tender to be issued soon. The Tunisian Government will use the humid gas, separated from crude oil at the El Borma oil field in Southern Tunisia, compressed and sent by pipeline to Gabes where a power plant will be built. Orders reported might be placed in December 1970.

Additional information, in French, is available on short term loan from the U.S. Dept. of Commerce, General Industrial Equip. Div., BDSA-647, Washington, D.C. 20230 (202-967-5585).

Cyprus to buy electrical equipment for power station

The Electricity Authority of Cyprus issued Tender No. 1895/15, Ref. 787/5390/70; bid deadline Aug. 10, to include manufacture, supply, testing, installation and maintenance for 12 months of equipment for the Moni Power Station. Equipment consists of approximately 15,000 yards of various sized power and control cable; lighting fittings, switches, sockets, 60A welding points and distribution fuse boards.

Specifications available for approximately $50 (U.S.) from the General Manager & Chief Engineer, Electricity Authority of Cyprus, P.O. Box 1466, Nicosia. One copy of a brief description of the contract is available for reference from the Power & Electrical Equip. Div., Room 5886C, BDSA, U.S. Dept. of Commerce, Washington, D.C. (202-967-4188).

U.N. announces agenda for autumn housing seminar

The preparatory meeting of the United Nations Committee on Housing, Building and Planning for its Seminar on Non-Profit-Making Housing Organizations will be Sept. 15-18, in Geneva.

Copies of the provisional agenda are available from the Construction & Building Materials Div., BDSA-645, Room 5611, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Dept. of Commerce Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Greece extends plant deadline

The Hellenic Sugar Industry, S.A., 26 Franklin Roosevelt St., Thessalonika, extends the bid deadline for engineering, machinery, construction and initial operation of one or two sugar factories from July 15 to Aug. 12. (See INTERNATIONAL COMMERCE June 1.)

Taiwan seeks bids for supply of coin telephone booths

The Central Trust of China, Purchasing Department, has issued Tender No. IB2C-4008 for the supply of pay telephones. Bid deadline Aug. 31.

Bids cover 1,000 prepay booth type coin telephones for direct distance dialing.

Copies of tender announcements and specifications are available from the Central Trust of China, Purchasing Department, 49 Wuchang St., Section 1, Taipei, Taiwan, or on short-term loan to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-4823).

Planning assistance sought for educational improvement project by Guatemala

The Government of Guatemala intends to construct 17 secondary and junior college level schools as part of its educational improvement plan. Accordingly, the Ministry of Communications and Public Works is soliciting catalogs and price lists in order to formulate a list of requisites and specifications for obtaining the required teaching materials and equipment. Bids are not requested at this time, only information from which subsequent bids can be formulated.

A tentative list, in Spanish, of educational equipment and materials required plus other details is available from the Scientific & Business Equip. Div., BDSA-653, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-2939).

Irish Government interested in two radio link systems

The Irish Department of Posts and Telegraphs, has issued Tender No. C/513/9/25 for the supply, installation and testing of radio link systems. Bid deadline Sept. 25.

Bids should offer two radio link systems for telephony. System 1 Cork—Bweeng Mountain—Knocknaboul—Trazee. System 2 Glengoole—Lachtseefin—Limerick.

Copies of tender announcements and specifications are available from the Engineer in Chief, Contracts Section, Dept. of Posts & Telegraphs, Hawkin's House, Dublin 2, or on a short-term loan to firms located in the U.S. from the Communications-Electronics Div., BDSA-643, Room 4209, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-4823).

Automatic telephone equipment desired by Honduras agency

The Ministry of Communications & Public Works and the Director General of Electric Communications issued a tender for the supply of automatic telephone equipment. Bid deadline Oct. 15.

Bids should offer 10 automatic telephone centers with external nets and interconnection with two centers already in operation at Tegucigalpa and San Pedro Sula for long distance operation.

Copies of tender announcements and specifications are available from: General Treasury of Honduras, Officialia Mayor De La Secretaria De Communicaciones Y Obras Publicas, Barrio La Bolsa, Comayaguela, D.C. Honduras, on payment of $50.

Burma extends brewery deadline

The Executive Director, Industrial Development Corp., 192 Kaba Aye Pagoda Rd., Rangoon, has extended the deadline for design, supply and installation of a complete brewery from July 2 to Aug. 2. (See INTERNATIONAL COMMERCE, Apr. 6, p. 54, and **Commerce Business Daily**, Apr. 1, p. 18.)

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World Trade Opportunities Continued through page 47

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, 20230. The commodities in which foreign firms are interested are indicated by the three-digit and five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers used extensively by Government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDSA. Their telephone number is shown. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD means that a current World Trade Directory report with month and year indicated is available on the specific foreign firm. These background reports are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, 20230 (202-967-4203), or the nearest Commerce Field Office, a list of which appears elsewhere in this issue. If a WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01195—AUSTRIA—Pumpkin kernels for oil extraction, requirement 100 metric tons. Franz Pelzmann OHG, Oelwerke (importer), P.O. Box 8, A-8435, Leibnitz-Wagna. WTD 5/70.

019 Miscellaneous agriculture

01920 — MALAWI — Trees and shrubs, decorative and ornamental, for growth at elevation 3,000 ft., temperature range 40-95 degrees F, annual rainfall 30". Catalogs, prices for seeds or nursery seedlings requested. D. A. J. Little, Landscape Gardener, Office of Regional Engineer (government agency), Ministry of Works & Supplies, P.O. Box 91, Lilongwe.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

201 Meat products

20154 — GERMANY — Poultry, canned. Hellmut Stimming KG (importer, distributor), 21 Coermannstrasse, 581 Witten/Ruhr. WTD 6/70.

20155 — GERMANY — Rabbits, frozen. Hellmut Stimming KG (importer, distributor), 21 Coermannstrasse, 581 Witten/Ruhr. WTD 6/70.

20155—GERMANY—Game and game parts, frozen. Lorenz Heitz (distributor, agent, retailer), 62-64 Rheinische Strasse, 465 Gelsenkirchen. WTD 6/70.

203 Canning, preserving foods

20371—GERMANY—Fruits; frozen, especially strawberries. Hellmut Stimming KG (importer, distributor), 21 Coermannstrasse, 581 Witten/Ruhr. WTD 6/70.

20373 — GERMANY — Poultry, frozen. Hellmut Stimming KG (importer, distributor), 21 Coermannstrasse, 581 Witten/Ruhr. WTD 6/70.

20373 — GERMANY — Frozen poultry. Heinrich Muenstermann (importer, distributor, retailer), 1 Hohe Strasse, 4 Duesseldorf. WTD 6/70.

20373—GERMANY—Poultry and poultry parts, frozen. Lorenz Heitz (distributor, agent, retailer), 62-64 Rheinische Strasse, 465 Gelsenkirchen. WTD 6/70.

204 Grain mill products

20422—AUSTRIA—Fermented dried corn starch solubles with admixture of natural calcium carbonate. Offers with analytical statement of contents for lots of 50 metric tons c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, distributor, exporter), Burgring 10, A-8010 Graz. WTD in preparation.

20460—AUSTRIA—Dried corn starch solubles (Maisstaerkeschlempe) for feed compounders in shipments of 200-300 metric tons. Quotations c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, distributor, exporter), Burgring 10, A-8010 Graz. WTD in preparation.

209 Food preparations

20994—AUSTRIA—Inactive dried yeast containing at least 50% crude protein for feed compounders, in shipments of 50 metric tons. Quotations c.i.f. Rijeka. Franz Rieser, Grosshandel, Import-Export (importer, distributor, exporter), Burgring 10, A-8010 Graz. WTD in preparation.

227 Floor covering mills, products

22710—TRINIDAD—Carpets & drapery material for decorating 67 room hotel expansion project. Construction expected to commence between Aug. & Oct. 1970. Requests price quotations, patterns. Hotel Normandie (importer, hotel operators), 10 Nook Ave., St. Ann's, Port of Spain. WTD 5/70.

22720—AUSTRIA—Tufted carpets, rugs. Correspondence requested in German. WWM Waren-Erzeugungs- u. Grosshandelsgesellschaft mbH (importer, distributor), Khevenhuellergasse 1, A-9500 Villach. WTD in preparaton.

264 Converted paper, paperboard products

26495 — BELGIUM — Disposable sheets, pillow cases, bed; disposable work clothing; disposable underwear, women. Direct purchase and agency. Euroblan S.A. (industrial launderers), 177 Rue Docteur Elie Lambotte, Brussels. WTD 6/70.

283 Drugs

28311—AUSTRIA—Serums, bio-chemicals. REAZENT Allgemeine Handels-

gesellschaft mbH (importer, agent, wholesaler), Martinstrasse 5, A-1180 Vienna. WTD in preparation.

28332—AUSTRIA—Diagnostic reagents, organic, inorganic chemicals used in medical laboratories. REAZENT Allgemeine Handelsgesellschaft mbH (importer, agent, wholesaler), Martinstrasse 5, A-1180 Vienna. WTD in preparation.

28340—AUSTRIA—Pharmaceutical products, therapeutical specialties. REAZENT Allgemeine Handelsgesellschaft mbH (importer, distributor, agent, wholesaler), Martinstrasse 5, A-1180 Vienna. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28416—PHILIPPINES—Industrial detergents. GPC Industrial Corp. (importer, retailer), 1941 Taft Ave., Pasay City. WTD 2/70.

28423—PHILIPPINES—Degreasing solvents. GPC Industrial Corp. (importer, retailer), 1941 Taft Ave., Pasay City. WTD 2/70.

28442—SPAIN—Perfumes, toilet water, colognes. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon, 83, Las Palmas de Gran Canaria. WTD 6/70.

289 Chemical products

● **28900—KOREA**—The Office of Supply, Government of the Republic of Korea, Seoul, has issued an invitation for bids for supply of chemicals and laboratory equipment. Invitation No. KFX-0107-PI P.R. No. 70-G; bid deadline July 20. Calls for bids are on 177 chemical items and 69 lab equipment items. Included under chemicals are such items as Meltose, 250 lbs.; phenol, 100 qts.; chloroform, 20 qts.; methanol, 100 gal.; sulfuric acid, 100 lbs. Included in the lab equipment section are: microscope, Zeiss, 1 set; deep-freezer refrigerator, chest type; desicator; microscope slides, pipets. Copies of tender are available from Chemicals Div., BDSA-665, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-3394). A review copy is available at the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28911—GERMANY—Adhesive straps for packaging, also reinforced. Cyklop-Gesellschaft Emil Hoffman (importer, distributor, manufacturer), Cyklop Strasse, Postfach 63, 5038 Rodenkirchen. WTD 5/70.

28993 — PHILIPPINES — Water treatment chemicals. GPC Industrial Corp. (importer, retailer), 1941 Taft Ave., Pasay City. WTD 2/70.

306 Fabricated rubber products

30692—GERMANY—Complete system of hydraulic hose. Price quotation c.i.f. European ports. Correspondence requested in German. Schieffer & Co. (importer, distributor, manufacturer), 55 Goethestrasse, Postfach 445, 4780 Lippstadt. WTD 6/70.

307 Plastic products

30791—AUSTRIA—Plastics film for special industrial application. Kunststoff-Grosshandel, Ferdinand Wettlinger (importer, distributor, agent), P.O. Box 43, Peter Jordan-Str. 26, A-1191 Vienna. WTD in preparation.

30796—AUSTRIA—Plastics products for construction industry & for special technical application. Kunststoff-Grosshandel, Ferdinand Wettlinger (importer, distributor, agent), P.O. Box 43, Peter Jordan-Str. 26, A-1191 Vienna. WTD in preparation.

326 Pottery, related products

32640—TAIWAN—Spark plug porcelain. Annual requirement 500,000 pieces. Double Happy Trading Co., Ltd. (importer, exporter), 318 Tungyuan St. (P.O. Box 1598), Taipei. WTD in preparation.

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331 Steel mill products

● **33100—INDIA**—10,000 M/T mild steel plates of various sizes & specs. Tender No. S-93; bid deadline July 20. Railway Stores, New Delhi. Copies of tender documents available at $1.50 ea. from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—IRAN**—Supply 8 items various rapid & spring steel wire of various size & specs. Tender No. 531,532 & 533/49; bid deadline Aug. 18. Iranian State Railways, Tehran. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

● **33100—IRAN**—37 items of galv. M.S. strand ropes, wire ropes, nylon ropes, and hemp ropes. Tender No. 2/49; bid deadline Aug. 8. Iranian Ports & Shipping Org., Tehran. Copies of tender documents available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

33123—BRAZIL—Blackplate rejects size 30" x 30", base weight 100/107. Hime Comercio e Industria S.A. (importer, distributor), Av. Rodriguez Alves, 145/147 Rio de Janeiro ZC-05 GB. WTD in preparation.

33123—UGANDA—Quotations requested for supply 375 tons steel per mo. Sizes, quantities, etc., available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. E. A. Steel Products Ltd. (manufacturer), P.O. Box 1179, Jinja. WTD 6/70.

342 Cutlery, hand tools, general hardware

34231—MALAWI—Tools, hand, auto-mechanics', for repair shop use. Prices, catalogs requested. Simms Electrical & Diesel Services (Blantyre) Ltd. (importer, retailer, repair workshop), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

34231 — NETHERLANDS — Mechanics' hand & service tools. Gebr. Tepper, Attn: J. W. Sietsma (importer, distributor), 28 Schuitendiep, Groningen. WTD 2/70.

343 Heating apparatus, plumbing fixtures

● **34300 — PAKISTAN** — White vitreous china water closets, lavatory oval and flat-top wash basins, showers comprising shower heads and arms, hand douches with C. P. flexible tubes and hooks complete with other fittings, toilet paper holders, soap trays, stainless steel double and single drainer kitchen sinks, towel bars, washing taps, mirrors (size 24" x 18"), and robe hooks. Tender No. S-13/598/69-70/IDA; bid deadline Aug. 1. Purchaser: Director of Supply & Inspection, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan; Cable: "SUPPLY", Dacca. Tender documents are available for Rs. 25 (U.S. $1.00 = Rs. 4.7619) or its dollar equivalent (not refundable) per set from the tender issuing authority. A set of documents is in Room 5611. Construction & Building Materials Div., Dept. of Commerce, Washington, D.C. (202-967-3602).

346 Metal stampings

34618 — ISRAEL — Reinforced rustproof grommets for tarp protective covers. Polex Ltd. (importer, manufacturer, exporter), P.O. Box 99, 2 Pevner St., Haifa. Attn: J. Frank. WTD in preparation.

347 Coating, engraving, allied services

34790—PHILIPPINES—Industrial coating materials. GPC Industrial Corp. (importer, retailer), 1941 Taft Ave., Pasay City. WTD 2/70.

349 Fabricated metal products

34942—GERMANY—Complete system of hydraulic valves, fittings. Price quotation c.i.f. European ports. Correspondence requested in German. Schieffer & Co. (importer, distributor, manufacturer), 55 Goethestrasse, Postfach 445, 4780 Lippstadt. WTD 6/70.

352 Farm machinery

35227—AUSTRIA—Self-propelled lawn mowers, sweepers; lawn tractors, 5-12 HP; snow plows (throwers), up to 12 HP. JOBU Handelsges.mbH (importer, distributor, agent, retailer), Kaerntnerstrasse 192, A-8053 Graz. WTD 6/70.

XUM

353 Construction, mining, materials handling machinery, equipment

● **35300 — INDIA** — Drilling accessories including drill pipes, floating equipment, cementing collars, casing centralizers, stabilizers and reamers, betties protectors, drill collars, casing adapters, swivel joints, hydraulic preventors, cutters. Tender No. 224/02/026/16.4.70/Cell; bid deadline July 28 at 10 a.m. (IST). Requested by Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

35340—TRINIDAD—Purchase & installation of two elevators for six story building to be constructed as part of 67 room hotel expansion project. Construction expected to commence between Aug. & Oct., 1970. Hotel Normandie (importer, hotel operators), 10 Nook Ave., St. Ann's, Port of Spain. WTD 5/70.

354 Metalworking machinery

35418—GERMANY—Any special type of "new to the market" grinding machines for use in machine tool industries. C.i.f. European ports. Direct purchase & agency. Wilhelm Blumberg & Co. (distributor, manufacturer), 3 Pohlhauser Str., 5678 Wermelskirchen. WTD 6/70.

35450 — MALAWI — Grinding, testing, measuring machines for auto electric, diesel repair workshops. Catalogs, prices requested. Simms Electrical & Diesel Services (Blantyre) Ltd. (vehicle workshops), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

355 Special industry machinery

● **35500—BURMA**—Machine parts for paper machinery, including rotary screens, chipper knives, washer slide valves, etc. Tender No. 45(T)PF&CIB (S)70/1354 Machine Parts; bid deadline Aug. 30. Chairman, Paper Factory & Chemical Ind. Board, Rangoon. Specifications available on short term loan basis from the General Industrial Equip. Div., BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-5585).

35513—EL SALVADOR—New machine for pulping tomatoes, new machine to shell corn for purposes of canning kernel corn. Both machines required for small production, for use at pilot canning plant. Ernesto C. Brandenberger (importer, agent), Representaciones Proveedores Industriales, Prolongacion de la Calle Arce No. 2223, San Salvador. WTD 12/69.

35531 — PARAGUAY — One planing & thicknessing machine; one sanding machine; one automatic rod milling machine; one band saw. Planing machine may operate lumber up to 20" width; band saw preferred from 26" to 30". Mamerto Villalba (manufacturer), Calle F. R. Moreno 1919, Asuncion. WTD in preparation.

35595—URUGUAY—Machinery for manufacture of eyeglass & sun glass frames, & of hinges, bolts & accessories for eyeglass & sun glass frames; machinery for optical lens grinding; machinery for sun glass curving. Begas S. R. L. (distributor, manufacturer), Asilo 3363, Montevideo. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him and yourself.

Ask the Department of Commerce Field Office for advice.

356 General industrial machinery

35690—GERMANY—Strapping machines for plastic strapping bands, supplies. Cyklop—Gesellschaft Emil Hoffman (importer, distributor, manufacturer), Cyklop Strasse, Postfach 63, 5038 Rodenkirchen. WTD 5/70.

35690—KOREA—One complete set of machinery, equipment capable of manufacturing 8,000 cu. meter liquid oxygen per hr. Requests catalogs, quotations. Dong Yang Oxygen Gas Industrial Co., Ltd. (importer, distributor, manufacturer), 133-1 Tangkam-dong, Pusanchin-ku, Pusan. WTD in preparation.

358 Service industry machines

35852—TRINIDAD—Purchase & installation of airconditioning equipment for 67 room hotel expansion project. Construction expected to commence between Aug. & Oct. 1970. Requests price quotations. Hotel Normandie (importer, hotel operators), 10 Nook Ave., St. Ann's, Port of Spain. WTD 5/70.

359 Machinery

35992—GERMANY—All kinds of flexible metal hose, tubing (medium & high pressure) to be used for pneumatic, hydraulic purposes. Matzen und Timm (importer, distributor, exporter), 2000 Hamburg 1, Moenckebergstrasse 10 (Barkhof HS. B). WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—KOREA**—Supply of 60 wheatstone bridges; 21 capacitance unbalanced measuring sets; 12 attenuation measuring sets; 2 oscillators; 11 impedance bridges; 2 frequency measuring sets; 2 electronic counters; 120 insulation testers; 1569 varistors; 600 connecting tools for drop wire. Tender No. SLC-0108-P II; bid deadline July 28. Invited by Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available on loan from Scientific & Business Equip. Div., BDSA-653, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939). Review copy will be available at the Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—THAILAND**—Supply 100 each 167 KVA distribution transformers, single phase, 50 cycle. Tender No. MEA-PSD-197; bid deadline Aug. 7. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2. Specifications available from Power & Electrical Equip. Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230 (202-967-4188).

36112 — TAIWAN — Electronic testing equipment. Jen Shin Co., Ltd. (importer, agent, exporter), P.O. Box 58481, Taipei. WTD 6/70.

362 Electrical industrial apparatus

36213 — MALAWI — Generators, starter motors for autos, trucks, including heavy earthmoving equipment; mostly British, American. Prices £ sterling, preferably c.i.f. Beira. Simms Electrical & Diesel Services (Blantyre) Ltd. (importer, retailer, repair workshop), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

36240—KOREA—Carbon, graphite products for all other uses, including chemical, metallurgical, refractory, etc.; active hopcalite, 150 kgs. Requests quotations, delivery terms. E Sung Industrial Co. (importer, distributor, manufacturer), I.P.O. Box 2217, Seoul. WTD 3/70.

363 Household appliances

36343—FRENCH WEST INDIES—Small electric appliances: ice-crushers, blenders, mixers, can openers, etc. Societe Martiniquaise d'Applications (importer, distributor, agent), 92, Rue Victor-Hugo, P.O. Box 473, Fort-de-France, Martinque. WTD 6/70.

36360—HONG KONG—Industrial sewing machines. New & Rebuilt Sewing Machine Co., Ltd. (importer, distributor, retailer), 79 Lai Chi Kok Rd., Shumshuipo, Kowloon. Cable: RELTD. WTD in preparation.

364 Electric lighting, wiring equipment

36421—TRINIDAD—Electrical fixtures & fittings for direct purchase for installation in 67 room hotel expansion project. Construction to commence between Aug. & Oct. 1970. Hotel Normandie (importer, hotel operators), 10 Nook Ave., St. Ann's, Port of Spain. WTD 5/70.

36424—MALAWI—Lighting systems for autos, trucks, including cable, bulbs, sealed-beam units. Prices, catalogs requested. Chiefly for British, European vehicles. Simms Electrical & Diesel Services (Blantyre) Ltd. (importer, retailer, repair workshops), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

365 Tape recorders

36514—TAIWAN—High class tape recorders. Fulet Enterprise Co., Ltd. (importer, agent), 55 Po Ai Road, Taipei. WTD 6/70.

367 Electronic components, accessories

36740—GERMANY—Electronic components; diodes, thyristors. Blocher-Motor

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

KG (manufacturer), Dieselstrasse, 7418 Metzingen, B.-W. WTD 6/70.

36795 — TAIWAN — Recording magnetic tape. Fulet Enterprise Co., Ltd. (importer, agent), 55 Po Ai Road, Taipei. WTD 6/70.

369 Electrical machinery, equipment, supplies

36945 — MALAWI — Fuel-injection systems for diesel autos, trucks, heavy earth-moving equipment; mostly British, American vehicles. Requests prices £ sterling, c.i.f. Beira. Simms Electrical & Diesel Services (Blantyre) Ltd. (importer, retailer, repair workshop), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

371 Motor vehicles, motor vehicle equipment

37140 — NETHERLANDS — Automotive accessories, including rally & car racing items. Gebr. Tepper, Attn: J. W. Sietsma (importer, distributor), 28 Schuitendiep, Groningen. WTD 2/70.

37141—MALAWI—Brake systems, complete and in parts, for autos, trucks. Prices and catalogs requested. Simms Electrical & Diesel Services (Blantyre) Ltd. (importer, retailer), Johnston Rd., L.I.S., P.O. Box 213, Blantyre. WTD 6/70.

373 Ship building, repairing

37322 — GERMANY — Boats, outboard motor. Direct purchase and agency. Franz Richter OHG (agent), 12 Humboldt-Strasse, 415 Krefeld. WTD 6/70.

37323 — GERMANY — Sailboats. Direct purchase and agency. Franz Richter OHG (distributor, agent), 12 Humboldt-Strasse, 415 Krefeld. WTD 6/70.

381 Engineering, laboratory, scientific, research instruments

38112 — AUSTRIA — Analytical & research instruments, equipment for chemical, medical laboratories. INULA Industrie- und Laboratoriums-Bedarf, Dipl.-Ing. Rudolf Wunsch (importer, distributor, agent, retailer, repairer), Loewenburggasse 2, A-1082 Vienna. WTD in preparation.

38112—BELGIUM—Laboratory, scientific instruments; syringes; hypodermic, disposable. Direct purchase and agency. Euroblan S.A. (industrial launderers), 177 Rue Docteur Elie Lambotte, Brussels. WTD 6/70.

38112 — BELGIUM — Meteorological instruments. Direct purchase and/or agency. Bureau Technique Wintgens (importer, manufacturer, agent), 7-9 Rue Neuve, 4700 Eupen. WTD 6/70.

384 Surgical, medical, dental instruments

38410—AUSTRIA—Medical instruments including transfusion, infusion equipment. REAZENT Allgemeine Handelsgesellschaft mbH (importer, distributor, agent, wholesaler), Martinstrasse 5, A-1180 Vienna. WTD in preparation.

386 Photographic equipment

● **38600—GREECE**—Supply apparatus to compose, set, print names on maps, electronic type, operating on photosynthesis principle, on the basis of perforated cards; photographic apparatus for color separation by tetrachromy method; two film driers; one set of filters for color separation all for the Greek Army Command. Tender No. 4/462/70; bid deadline Aug. 3. Invited by Ministry of Commerce, 4th Directorate of State Purchases, 75 Solomos St., Athens. Terms and specifications available on loan from Scientific & Business Equip. Div., BDSA-653, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2939). Review copy will be available at Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

394 Toys, sporting goods

39410—SPAIN—Games, toys. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon, 83, Las Palmas de Gran Canaria. WTD 6/70.

39491 — SPAIN — Fishing tackle, equipment. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon, 83, Las Palmas de Gran Canaria. WTD 6/70.

39493—SPAIN—Wide range of sporting, athletic goods. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon, 83, Las Palmas de Gran Canaria. WTD 6/70.

395 Pens, pencils, office, artists' materials

39510—SPAIN—Pens, mechanical pencils, penpoints. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon 83, Las Palmas de Gran Canaria. WTD 6/70.

39520—AUSTRIA—Colors, sizes, drawing ink, enamels, paints, waxes, modeling clays, special paper, brushes for hobbyists, do-it-yourself workers. Josef Hopferwieser & Sohn K.G. (importer distributor, agent, retailer), Bayerhamerstr. 22, A-5021 Salzburg. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

39610 — AUSTRIA — Artificial pearls, beads, other ornaments, other than of precious metal or stone, unassembled, for do-it-yourself purposes. Josef Hopferwieser & Sohn K.G. (importer, distributor, agent, retailer), Bayerhamerstr. 22, A-5021 Salzburg. WTD in preparation.

39610—SPAIN—Costume jewelry; costume novelties. Almacenes Copacabana (importer, distributor, retailer), Juan Rejon, 83, Las Palmas de Gran Canaria. WTD 6/70.

399 Manufacturing industries

39990—AUSTRIA—All kinds of materials, raw & semi-finished, for hobbyists, do-it-yourself workers; paper, plastics, wood, wire, special twine, bast fiber, textile, in bulk or in kits. Josef Hopferwieser & Sohn K.G. (importer, distributor, agent, retailer), Bayerhamerstr. 22, A-5021 Salzburg. WTD in preparation.

39962 — AUSTRIA — Floor coverings of plastics materials. Correspondence requested in German. WWM Waren- Erzeugungs- u. Grosshandelsgesellschaft mbH (importer, distributor), Khevenhuellergasse 1, A-9500 Villach. WTD in preparation.

39999 — AUSTRIA — Amusement, sporting, leisure time & hobby goods of all kinds & materials including gadgetry for gardening, camping, outdoor & indoor games, do-it-yourself tools, hobby kits. Moden Mueller (importer, retailer, department store chain & mail order house), Wienerstrasse 286, A-8021 Graz. WTD in preparation.

593 Antique, secondhand stores

59330—PAKISTAN—Secondhand clothing. Requests price quotations, c. & f., Karachi. Universal Trading Agency. (importer), P.O. Box 5527, Karachi-2. WTD in preparation.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

011 Field crops, farms

01120—TAIWAN—Raw cotton. Annual requirement 150 metric tons. Double Happy Trading Co., Ltd. (importer, exporter), 318 Tungyuan St. (P.O. Box 1598), Taipei. WTD in preparation.

01120—TAIWAN—Raw cotton. Jen Shin Co., Ltd. (importer, agent, exporter), P.O. Box 58481, Taipei. WTD 6/70.

203 Canning, preserving foods

20331—FRANCE—Canned fruit: pineapples, fruit cocktail, peaches, apricots. Moutte, Auguste & Cie (importer, distributor, agent), 11 Blvd. Fellen, St. Andre, 13-Marseille, 16eme. WTD 8/69.

229 Textile goods

22980—PAKISTAN—Nylon twine. Requests catalogs, quotations, c. & f., Karachi. Mitco (Pakistan) Ltd. (agent), 8, Mahboob Chambers, Rampart Row, Karachi-2. WTD in preparation.

239 Fabricated textile products

23910—NEW ZEALAND—Curtain fabrics: polyester or terylene sheer, plain & textured; modern printed fabrics in florals, patterns in either cotton or manmade fibers, or mixture; acrylic sunfilter fabrics; acrylic patterned fabrics; linen fabrics, fine weaves, printed; cotton fabrics, plain; plain curtaining, acetate, self colors, shot effects. Ronald Griffiths Ltd. D. T. Nichols, Mgr., Fabrics Div. (importer, distributor, agent), Cnr. Tory & Vivian Streets, P.O. Box 737, Wellington. WTD 6/70.

281 Industrial chemicals

28183 — GERMANY — Hydroxy stearic acid, phthalic hydrid, fumaric acid.

XUM

"Chemopack" Junghanns KG (importer, distributor, agent), 3500 Kassel-Wilhelmshoehe, Brasselsberg Str. 4. WTD 6/70.

282 Synthetic materials

28211 — GERMANY — Polyethylene foil (film), useable for printing on laminating, coating. "Chemopack" Junghanns KG (importer, distributor, agent), 3500 Kassel-Wilhelmshoehe, Brasselsberg Str. 4. WTD 6/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28445—HONG KONG—Cosmetics. Murjani Industries Ltd. (importer, manufacturer, exporter), 52 Wing Kwong St., Kowloon, P.O. Box 1841. Cable: MURTEX. WTD in preparation.

326 Pottery, related products

32610—HONG KONG—Sanitary fittings. Murjani Industries Ltd. (importer, manufacturer, exporter), 52 Wing Kwong St., Kowloon, P.O. Box 1841. Cable: MURTEX. WTD in preparation.

342 Cutlery, hand tools, general hardware

34231—GERMANY—Precision tools for electronic production, assembly, precision pliers, lead benders, etc., tools for printed circuit production; watchmakers', jewelers' tools, materials. Request price quotations f.o.b. American or c.i.f. German ports. Bullnheimer & Co. (importer, distributor, agent), Schaezlerstrasse 6, 89 Augsburg 1. WTD 6/70.

352 Farm machinery

35220—BRAZIL—Farm machinery of all types. Steagall, Denisarth (individual) (agent), Rua Carlos Vicari 327, Agua Branca. WTD 6/70.

353 Construction, mining, materials handling machinery, equipment

35310—BRAZIL—Road construction machinery. Steagall, Denisarth (individual) (agent), Rua Carlos Vicari 327, Agua Branca. WTD 6/70.

354 Metalworking machinery

35412—TAIWAN—Drilling machines. Requests catalogs, prices. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

35414 — TAIWAN — Tool grinding machines. Requests catalogs, prices. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

35415—TAIWAN—Precision lathes. Requests catalogs, prices. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

35451 — TAIWAN — Cutting tools. Requests catalogs, prices. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

35452—TAIWAN—Precision measuring tools. Requests catalogs, price information. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

35482—TAIWAN—Electric & pneumatic tools. Requests catalogs, prices. Hou Daw Enterprise Co., Ltd. (importer, agent), P.O. Box 58563, Taipei. WTD in preparation.

355 Special industry machinery

35540 — BELGIUM — Paper industries, machinery, including parts, attachments. AGEPA—Agence Generale d'Approvisionnement pour l'Industrie du Papier (importer, agent), 67 Route de Floriheid, 4890 Malmedy. WTD 6/70.

357 Office, computing, accounting machines

35741—HONG KONG—Electric calculating machines. Murjani Industries Ltd. (importer, manufacturer, exporter), 52 Wing Kwong St., Kowloon, P.O. Box 1841. Cable: MURTEX. WTD in preparation.

35790—BRAZIL—Electronic filing equipment for cards, folders. Staub S.A. Eletronica Comercio e Industria (agent), Caixa Postal 30318, Sao Paulo. WTD 6/69.

358 Service industry machines

35852—HONG KONG—Room air conditioners. South Star Refrigeration Centre (importer, distributor, retailer), 7 Cliff Road, Ground Floor, Kowloon. Cable: NAMSHAN. WTD in preparation.

35853 — PAKISTAN — Refrigeration equipment. Requests catalogs, quotations, c. & f., Karachi. Montina Electronics (agent), Kings Court, Abdulla Haroon Rd., Victoria Rd., Karachi. WTD in preparation.

35892—SWITZERLAND—Hand operated, nonelectric carpet sweepers, shampooing machines. Burstenfabrik Ebnat-Kappel AG; Attn: Mr. Rot (distributor, agent), 9642 Ebnat-Kappel. WTD in preparation.

362 Electrical industrial appartus

36220—GERMANY—Oil tank leak controls. TH. Marmann (importer, distributor), 6050 Offenbach, Eschstr. 42. WTD 6/70.

363 Household appliances

36321 — HONG KONG — Household refrigerators. South Star Refrigeration Centre (importer, distributor, retailer), 7 Cliff Road, Ground Floor, Kowloon. Cable: NAMSHAN. WTD in preparation.

36331—HONG KONG—Household washing machines. South Star Refrigeration Centre (importer, distributor, retailer), 7 Cliff Road, Ground Floor, Kowloon. Cable: NAMSHAN. WTD in preparation.

364 Electric lighting, wiring equipment

36421—HONG KONG—Household lighting fixtures. Murjani Industries Ltd. (importer, manufacturer, exporter), 52 Wing Kwong St., Kowloon, P.O. Box 1841. Cable: MURTEX. WTD in preparation.

36430—ISRAEL—Current carrying wiring devices specifically solderless connectors, sockets, plugs, switches. Exclusive agency. Mechatronics Engineering (agent, engineering consultants), 4 Mishmar Hayarden St., Givatayim. WTD in preparation.

366 Communication equipment

36610 — SWITZERLAND — Telegraphy, data transmission apparatus, equipment, accessories; related control devices. Ete SA; Attn: Mr. Hager (distributor, agent), Hauptstrasse 28, 3250 Lyss. WTD 11/69.

36620—ISRAEL—Electronic military, industrial, commercial equipment such as ultrasonic cleaning equipment; microwave communications equipment, electronic search, detection apparatus including radar, infrared, sonar. Exclusive agency. Mechatronics Engineering (agent, engineering consultants), 4 Mishmar Hayarden St., Givatayim. WTD in preparation.

36620 — SWITZERLAND — Detection, testing devices, apparatus for telegraphy, data transmission equipment. Ete SA; Attn: Mr. Hager (distributor, agent), Haupstrasse 28, 3250 Lyss. WTD 11/69.

367 Electrical components, accessories

36790 — ISRAEL — Capacitors, fixed & variable; magnetic cores; IF amplifiers,

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

filters, other electronic components, accessories for commercial, industrial, military purposes. Exclusive agency. Mechatronics Engineering (agent, engineering consultants), 4 Mishmar Hayarden St., Givatayim. WTD in preparation.

371 Motor vehicles & equipment

37130—PAKISTAN—40-50 seat airconditioned buses; 12-15 seat airconditioned microbus. Requests catalogs, quotations, c. & f., Karachi. Pakistan Tourism Development Corp. (agent), Second Floor, Hotel Metropole, Country Club Road, Karachi-4. WTD in preparation.

37141—PAKISTAN—Parts, accessories for airconditioned buses. Requests catalogs, quotations, c. & f., Karachi. Glacier Ignis Temperature Co. (agent), 77, Noor Chambers, Bunder Road, Karachi. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

38213—KOREA—Mobile testing, equipped with compact mechanical measuring, controlling instruments, equipment to monitor environmental pollution, industrial noises, tremors, water pollution. Two units required. Requests complete catalogs, quotations, delivery terms. Dae Ryun & Co. (importer, distributor, agent), I.P.O. Box 3447, Seoul. WTD 11/69.

399 Manufacturing industries

39910—SWITZERLAND—Hand operated nonelectric window cleaning machines, similar items. Burstenfabrik Ebnat-Kappel AG; Attn: Mr. Rot (distributor, agent), 9642 Ebnat-Kappel. WTD in preparation.

Future Construction

ARGENTINA—Agua y Energia Electrica, Government agency distributing water and electricity, has announced plans to invest 306.3 million pesos (U.S. $1 = 3.50 Arg. pesos) in construction of **new power generating and distribution facilities and expansion of existing facilities.** Individual projects included in the plans are: Northeastern System: Expansion of Barranqueras and Corrientes generatings plants to 15MW each; 132KV transmission line between Barranqueras and Roque Saenz Pena, Prov. of Chaco; 41.3 million pesos. Northwestern System: Construction of the 100 MW Cabra Corral Hydroelectric Plant, Province of Salta; Expansion of the Independencia generating plant to 50MW, Prov. of Tucuman; construction of two 15MW each turbogas generating plants for Tucuman and Jujuy Provinces; 132KV transmission line between Salta and Tucuman; 119.0 million pesos. San Juan System: Tulum Valley's transmission and distribution system, Prov. of San Juan; 24.2 million pesos. Entre Rios System: 132 KV transmission line between Parana and Concepcion del Uruguay, Prov. of Entre Rios; 29.7 million pesos. Litoral-Cordoba Interconnection: 220KV transmission line between Rosario and Pilar, Prov. of Santa Fe and Cordoba; 77.4 million pesos. Litoral Interconnection: 220KV transmission line between Rosario and Ramallo, Prov. of Santa Fe and Buenos Aires; 14.7 million pesos. American firms interested in forthcoming calls for bids should write: Agua y Energia Electrica, Lavalle 1554, Buenos Aires.

FINLAND—Oy Wartsila Ab plans to **expand the Helsinki shipyard** at a cost of about Fmk 75 million (nearly $18 million at Fmk 4.20 = U.S.$1). The project is expected to take 5-6 years. The company estimates that the yard's capacity will increase 50%, reducing building time for a cruise ship of 20,000 registered tons, for example, from 23 months to 13 months. The new method will involve extensive prefabrication with the completed sections being brought together for assembly in a large covered dry dock. Wartsila will continue to concentrate on the production of relatively small, highly specialized ships. Most of the expenditures will be for local construction work and for basic equipment produced by Wartsila and other Finnish companies. Interested American firms should write: Christian Landtman, Managing Director, Oy Wartsila Ab Helsinki Shipyard, Telakkakatu, Helsinki 15.

PAKISTAN—The Roads & Highways Directorate, Government of East Pakistan, is giving a high priority to a U.S. $15.21 million **71 mile highway** which will link the Chattak cement factory with the limestone deposits in Sunampanj. According to Planning Department Officials, the terrain in the area is very difficult and the roadway will require sophisticated design and construction. Technical advisory services represent the type of participation required.

- The East Pakistan Industrial Development Corp. has announced that the proposed U.S.$70 million **limestone mine/cement factory** project, to be located at Jaipurhat in the District of Bogra, will be offered on a turn-key basis.
- The Chittagong Municipality has submitted a plan to the Government of East Pakistan for the **construction of an abattoir** in Kalurghat (an industrial suburb of Chittagong). The cost is estimated at U.S. $1.3 million. Capacity 150 cows and buffaloes and 800 goats and sheep per 8-hour day. The Municipality is interested primarily in suppliers of the modern equipment which will be required and has expressed interest in American quotations.
- The Chittagong Port Trust (CPT) plans to **modernize four existing jetties and construct two new jetties** at Chittagong port. The cost is estimated at U.S. $18.06 million. CPT contemplates the construction of two more jetties after this project is complete. Technical advisory assistance and machinery supply would be welcomed by CPT.
- The Chittagong Port Trust has expressed interest in technical consulting services and the supply of machinery and equipment for the U.S. $5.16 million Chittagong **Port Slipway and Workshop Project.**

Visiting Buyers and Officials

FRANCE—P. A. Scrivener, General Manager, PIJA S.A.R.L., 24 Avenue George V, Paris 8, **interested in arranging a joint venture or manufacturing under license or representation of U.S. firms in the following fields: industrial organic chemicals, electronic equipment, plastic raw material, machinery, finished products.** July 7 via New York for 2 weeks. c/o W. H. Bradley, Pittsburgh Dept. of Commerce Field Office. Itinerary: New York, Chicago, Philadelphia, Pittsburgh. WTD 7/69.

SAUDI ARABIA—Zakaria el-Samna, General Construction Establishment, P.O. Box 2001, Jidda, **interested in visiting U.S. contractors in building and air conditioning maintenance and manufacturers of the necessary supplies and equipment.** July 16 via New York for 4-6 weeks. c/o U.S. Geological Survey, Washington, D.C. Itinerary: New York, Washington, San Antonio, Detroit. WTD in preparation.

SPAIN—Mario Soler M., Arcas y Basculas Soler, S.A., Rambla Cataluna 10, Barcelona 7, **interested in exporting combination locks to the U.S.** July 7-10 via New York for 1 mo. c/o Associated Locksmiths of America, 767 Lexington Avenue, New York, N.Y. 10021. Itinerary: New York, Las Vegas, Los Angeles, New York. WTD 11/67 under revision.

Leads for Importers

Commodities are offered direct unless specified

011 Field crop farms

01195 — AUSTRIA — Air-dried pumpkin kernels in lots of 50 to 100 metric tons. Franz Rieser, Grosshandel, Import-Export (wholesaler, importer, exporter), Burgring 10, A-8010 Graz. WTD in preparation.

399 Manufacturing industries

39999—NEPAL—Art & handicraft of metal, wood, bamboo, straw, bronze figures, wood carving, other allied traditional items of Nepal. Ne-ti Art & Handicraft Manufacturers (exporter, importer), Tripureshwar, Kathmandu. WTD in preparation.

Burma extends bid deadline

The Executive Director, Industrial Development Corp., 192 Kaba Aye Pagoda Rd., Rangoon, has extended the deadline for design, supply, installation and operation of a complete, integrated ceramic plant, from July 1 to July 31. (See INTERNATIONAL COMMERCE, Mar. 23, p. 32.)

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New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Country Market Digests (*list the best-selling U.S. products in individual foreign countries*) 10¢:

U.S. Sales Prospects in Malaysia and Singapore. IMIS 70-105. 9pp.

World Markets for U.S. Exports (*outline the market for a specified U.S. product category in an individual foreign country*), 10¢:

Electronic Data Processing Equipment —Switzerland. IMIS 70-209. 8pp.

Electronic Data Processing Equipment —Taiwan. IMIS 70-210. 10pp.

Electronic Data Processing Equipment —Hong Kong. IMIS 70-211. 12pp.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

Market Surveys by Products and Countries. International Trade Centre, UNCTAD/GATT. 1969. 203pp. $5.

The bibliography is divided into two parts: the first refers to market and marketing studies by products and the second to studies of the characteristics of national or regional markets. The product studies are listed in the order of the Revised Standard International Trade Classification (SITC). For each entry, the name of the publisher, year of publication and number of pages are given with the price, if known. An appendix lists the addresses of all publishers referred to in the text.

Write: International Trade Centre, UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland.

Trade Unions and Industrial Relations: An International Comparison. Everett M. Kassalow. Random House. 1969. 333pp. $11.45.

Trade unions around the world have features in common, but they also have some important, fundamentally different characteristics. This volume focuses upon a comparative view of Western trade unions and industrial relations systems because they are closely related to those in the United States. Among the topics covered are national income policy, unionization of white collar workers and public employees, schemes for worker participation in management and the relationships between unions and political parties. Tables detail information about union membership and voting trends, comparative data on wages, labor costs, productivity and strikes. Notes are appended to each chapter.

Write: Random House, Inc., 457 Madison Ave., New York, N.Y. 10022.

Factors Affecting the International Transfer of Technology Among Developed Countries. U.S. Dept. of Commerce. 1970. 48pp. 75¢.

This report sets forth some of the factors that must be considered where transfer of technology is desired. Some of the areas discussed include positive U.S. Government policies and practices, control programs of U.S. Government agencies, Western European controls, patents and antitrust, tariffs and other nontariff barriers, international standards and multinational organizations. The report touches only incidently on problems relating to the flow of technology to developing countries. Conclusions and recommendations are included.

Write: Superintendent of Documents, GPO, Washington, D.C. 20402.

Sources of Information on Containers and Packaging. By Charles H. Felton. BDSA, U.S. Dept. of Commerce. 1969. 24pp. 25¢.

Publications and other sources of information which pertain to containers and packaging including their materials, manufacturing techniques, research and development, uses, distribution and production and trade statistics are listed in this updated bibliography. Publications from both Government and private industry are included.

Write: Superintendent of Documents, GPO, Washington, D.C. 20402.

Export/Import Classification Changes, 1970. Electronic Trends/International, Washington, D.C. Vol. IV. Feb. 1970. p. 31-68. $50 a copy.

New Export/Import Classifications are shown with old classifications to facilitate comparisons of data, 1969-1970. These are arranged in two sections—changes in Schedule B-Exports-1970 and Changes in TSUSA-Imports-1970.

Write: *Electronic Trends International,* 2001 Eye St., NW., Washington, D.C. 20006.

Overseas Business Reports. U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.

Basic Data on the Economy of the Netherlands. OBR 70-12. 19 pp. Gives general information on Dutch geography, population and government, the structure of the economy, the different economic sectors, the labor force, financial structure, foreign trade, and the Government's role in the economy.

Basic Data on the Economy of Haiti. OBR 70-13. 8pp. Contains the same types of information as OBR 70-12, above.

U.S. Trade With Major World Areas, 1964-69. OBR 70-21. 44pp. A tabular presentation of the U.S. trade performance over the past six years.

Market Profiles for the Far East. OBR 70-27. 16pp. A full page is devoted to each of 15 countries in the region.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Resources for the Developing World: 1962-68. Published by the Organization for Economic Cooperation and Development, Paris. 400pp.

An OECD reference book on development assistance programs. Since its creation ten years ago, the Development Assistance Committee (DAC) of the OECD has systematically compiled and processed statistics on development aid, making it possible to compare the efforts of each of its members.

This report is the sixth in a series of publications forming the source of basic reference material for the activities of the Development Assistance Committee.

It gives a detailed description of the development assistance activities of each of the 17 DAC members under ten headings: volume of financial flows, aid management, sources and methods of financing, composition of the aid program, financial terms and conditions, geographic distribution, private direct investment, portfolio investment, private export credits, and aid from private non-profit agencies.

The report also includes appendices on communist countries' economic aid to developing countries, on current concepts and definitions and on the effects of price changes on official flows.

Write: OECD Publications Center, Suite 1207, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

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Calendar *for international traders*

CHICAGO—July 15—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

FAIRFIELD, CONN.—Aug. 7—Export Managers Club of Bridgeport (Southern Connecticut) luncheon, noon, Fairfield Motor Inn.

HONOLULU—Aug. 19—How to Get Started in Exporting seminar, 10 a.m., Commerce Field Office.

LAWRENCE, KAN.—July 23—Seminars on export market development (9 a.m.) and export documentation (2 p.m.), W-R-E-N Building. Sponsors: REEC, Chamber of Commerce, Commerce's Kansas City Field Office.

LITTLE ROCK—July 16—Arkansas Exporters Roundtable, Chamber of Commerce headquarters. Sponsors: Chamber of Commerce, Commerce's Memphis Field Office.

MADISON, WIS.—July 15-17—Second annual International Trade and Transportation seminar, Dept. of Bus. & Mgmt., U. of Wisconsin.

MEMPHIS—July 15—Mid-South Exporters Roundtable, Albert Pick Motor Inn.

MEMPHIS—July 21—Memphis World Trade Club meeting, Sheraton Motor Inn.

NEWARK—July 22—Profits in exports meeting, Small Business Administration Office, 970 Broad St. Sponsors: REEC, SBA, Commerce's New York Field Office.

PHILADELPHIA—July 22—In-office workshop on locating agents and distributors, Commerce Field Office, 10 a.m.

PHILADELPHIA—July 29—In-office workshop on export credit insurance, Commerce Field Office, 10 a.m.

PHILADELPHIA—Aug. 5—In-office workshop on export packing, Commerce Field Office, 10 a.m.

PHOENIX—July 23—In-office export workshop, 10 a.m.-noon, Commerce Field Office.

STARKVILLE, MISS.—July 23—Export workshop, College of Business, Mississippi State Coll. Sponsors: REEC, Commerce's Memphis Field Office.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities overseas, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U. S. Courthouse. Area Code 505, 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

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DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

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MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

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